THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 78 — MAY 19, 1928 — Number 20

THE NATIONAL
Provisioner
THE MAGAZINE OF THE
Meat Packing and Allied Industries

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 20 MAY 19, 1928 Chicago and New York

Poor Merchandising a Common Complaint

Seems Hard to Learn the Difference Between Profitless Prosperity at Rival's Expense and Creating New Business at a Profit

Most problems of modern industry and business are those of distribution and merchandising rather than of production.

Dangers of overproduction are being emphasized by business leaders. But no matter how this evil is curbed, trouble still exists for business so long as that which is produced is not advantageously merchandised.

This problem of poor merchandising seems to be common to most lines of business. Everybody complains of the same bad practices — chief among which seems to be price cutting, due to the desire for volume.

The meat packer is a shining example of this devotion to "profitless prosperity." But he is no different from many other business men, including the margarine manufacturer.

Good vs. Bad Business

In discussing this subject last week before the convention of the Institute of Margarine Manufacturers at Washington, D. C., the editor of THE NATIONAL PROVISIONER summed up the matter in these words:

"Any efforts undertaken to increase consumption and make more business are worthy. But those designed merely to take business away from the other fellow—and make that business a liability to the man who gets it—are unethical and wasteful, and have no place in the modern scheme of economical distribution."

One way of getting more business—by pushing a new product instead of trying to snatch away old business by price cutting—the problem of the chain store, and other merchandising matters were discussed in this talk, which is reproduced here at the request of the Institute of Margarine Manufacturers.

Modern Selling Problems

By Paul I. Aldrich, Editor The National Provisioner.

The margarine manufacturer travelled over a rocky road for a good many years. Some of the obstructions in the road were of his own making, due to bad judgment, but many were placed there as a result of unfair competition, which resulted in surrounding the industry with legal requirements the like of which few industries anywhere or at any time have had to meet.

These handicaps, however, have resulted in the development of the industry along lines of almost perfect manufacturing conditions and sales methods in general of a high order.

But your industry still faces some serious problems, both present and future, some of which are from within and some from without.

We in the packing business are beginning to wake up to the fact that our problems are principally merchandising and distribution problems. After I was asked to speak before your convention I began to look into your situation a little more fully, and I find that you, too, have some merchandising problems.

As I see it, these fall into three major divisions.

1. The chain store as an important influence in distribution.
2. The competition offered by the so-called cooking compound which is colored and in the manufacture of which no milk is used, and
3. Overcompetition.

The Chain Store Problem.

Chain stores naturally are reducing the number of independent dealers through whom margarine has been sold in the past. But if the chain store is willing to handle margarine, and a number of different brands, the volume outlet should be just as great as it

Did It Occur to You?

Did you ever stop to think that

Salesmanship means price-getting, not price cutting.

Then why not

Raise the level of salesmanship. Hire men who can produce profit.

Here is another:

Train men on the firing line to become sales managers.

For if you don't sell your goods well, you can't run your business successfully.

You must be "sales minded" if you expect to satisfy your stockholders.

would be through a considerable number of independent retailers.

But if the manager of the chain is not in favor of margarine, or if he has his own pet brand and will give no other manufacturers a chance, then those who cannot make sales suffer a serious handicap from chain store distribution.

The manager of the chain has a lot of influence, either in pushing or hindering a product or a brand, unless consumer demand can be created for the article to a sufficient extent to force its handling in the chain. Needless to say it would be expensive to create such demand.

Must Meet New Conditions.

Retailing through chain stores has developed new conditions for all manufacturers who sell entirely or in part to the retail trade. These are conditions to be studied so that practice can be developed by which production and wholesale distribution can be adjusted to the new methods of such growing importance in the retail field.

Chain stores are sometimes regarded as furnishing problems that should be "bucked." In my opinion this is a mistake.

Whether or not we like the chain store, it is probably here to stay. No doubt there is a point beyond which the chain store cannot go successfully. Whether that point has been reached in certain lines remains to be seen. But it is a system of selling that offers many advantages to the ultimate consumer which he has been quick to recognize.

We must remember that the industry relationships as a result of rapid chain store development have not yet been worked out satisfactorily. Every industry must study these relationships and see how they can be adjusted to its individual advantage.

This is just as true of the margarine industry as it is of meat packing.

A Good Chance for Margarine.

Margarine should find an important place in chain store distribution. If there is one class of people more than another that will patronize the chain store it is the conservative, close buyer, the one who wants moderate price, yet quality.

Quality margarine is much less expensive than quality butter. This should have a chain store appeal. In addition, the margarine manufacturer can back up his product with a wonderful story of wholesomeness in raw material and sanitation in manufacture. He can challenge the manufacturer of every competitive spread to show a superior product.

Indeed, it would seem that with proper study and proper cultivation the margarine industry is one in which the chain store should be an immediate asset, rather than a liability.

The Evils of Price Cutting.

In your industry you have overcompetition as well as unethical competition. Going into a territory where the sale of margarine is already well established, and cutting the price in order to introduce a given brand, is a costly experiment for the firm initiating it, and it is poor policy.

The sales campaigns of some manufacturers are of a character that do good for no one. As an example of this type of competition, I have recently heard of a high pressure sales campaign put on in a Southern city by the manufacturer of a well-known product.

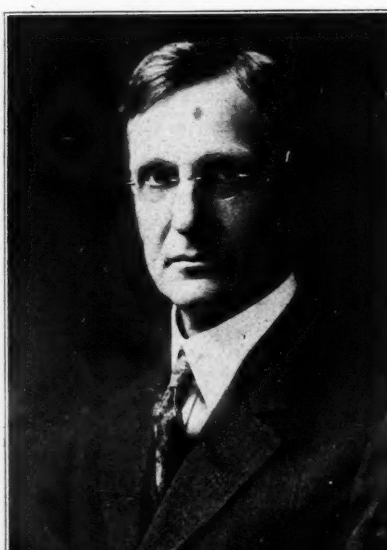
This manufacturer sold his product at retail at 15c a pound, when it wholesaled at the point of manufacture, many hundred miles away, at 19 to 21c. The added freight charge of 2c a pound made the actual wholesale price at the point of sale 21 to 23c. Yet it was retailed in that city at 15c a pound.

Is there any reason or ethics in this type of selling?

Just Bad Salesmanship.

How can any manufacturer afford to lose 6c to 8c on every pound of product sold in a given campaign? If he can afford it one time, it only means he must make it up on the same customers another time, or on customers elsewhere at the same time.

In addition, such high pressure sales campaigns develop a certain sales resistance for their originator as well as for others that is difficult to overcome. The consumer thinks if the product can be sold so cheap at one time there can be little reason why he must pay 6c or 8c a pound more for it at another.



B. S. PEARSALL.
Pearsall Butter Co., Elgin, Ill., reelected president Institute of Margarine Manufacturers for sixth year.

It has a depressing price influence that the manufacturer or the industry can not afford.

Then there is another class of buyers with whom such price cutting tactics have an adverse influence in that they lose their respect for the quality of the product on which price is cut. The really sane buyer is always dubious of a product, especially a branded product, that can be sold at a low price. Surely, he reasons, either the product is stale, the store is overstocked, or the quality is poor.

Boost Your Own Product.

Can any manufacturer afford to take a chance on giving his product such a reputation? If he can, is it not possible for other manufacturers to capitalize on his poor sales tactics?

"Ours is a quality product which never varies. We cannot afford to cut prices." Publicity and sales talk along such lines should help to maintain sales volume against price cutting practices.

Margarine has a huge potential consumptive field. Manufacturers of margarine should not find it necessary to compete against each other. Their potential field is too great for this. They do need to make their product better known. Their efforts should be concentrated on increasing the per capita consumption of margarine, rather than taking away business from a fellow manufacturer.

While there are powerful interests opposed to margarine, in spite of all this the margarine manufacturer has strong talking points in the wholesomeness of his highly nutritious product. His job is to make it better known, emphasizing these points in addition to the fact that it can be bought at a reasonable price.

Any efforts undertaken to increase consumption and make more business are worthy, but those that are designed merely to take business away from the other fellow, and make that business a liability to the man who gets it, are unethical and wasteful and have no place in the modern scheme of economical distribution.

Value in Beef Fats.

Now, from the standpoint of the meat packing industry I want to say that I think the beef slaughterers are missing a bet when they do not make better utilization of their beef fats and furnish more oleo oil to your industry.

Oleomargarine is a fine product. It has at least one property that butter

(Continued on page 47.)

Save Product and Labor Cost in Derinding Bacon

Machine Devised Which Derinds 1,000 Slabs of Bacon an Hour and Removes Skins Without Any Waste of Product

Derinding bacon by hand is a slow and tedious process.

And in doing this operation with careless and indifferent labor, often the only kind obtainable, the packer is sometimes "between the devil and the deep sea."

If he insists on quantity production the work is sometimes slovenly, and therefore wastefully done. The bacon is not derinded cleanly; valuable fat goes with the skins, and the value of the skins is depreciated by cuts and scores.

If the packer is interested in preventing this waste; if he wants a clean separation of the fat and skin at the natural dividing line, the workmen must use care and skill, and labor costs mount.

Machine Increases Efficiency

The packer, therefore, who depends on derinding by hand must have skillful, experienced and speedy workers and he must carefully balance quality with quantity if the greatest efficiency is to be obtained. These things are not always easy of accomplishment.

Fortunately, however, there is a way out. Through the use of derinding machines, several types of which have been developed, production can be speeded up, labor costs reduced and product saved that is wasted when derinding is done by hand.

A new device for derinding bellies that differs in design from others for this purpose has been brought out recently.

This derinding machine has been designed to give large capacity in small floor space and with a low consumption of power. Intended for removing the rinds from bacon particularly, it will also handle fresh, frozen and cured bellies and jowls, at the rate of 1,000 slabs per hour.

The bellies are fed under a corrugated roller against a reciprocating knife which makes 1,000 cuts per hour. This roller is self-adjusting and accommodates itself to the shape of the particular slab being derinded. The pressure on the roller can be adjusted to obtain any pressure from 1 lb. to 150 lbs.

Due to this self-adjusting roller, which holds the slabs firmly against the knife, and the reciprocating motion of the knife, which causes it to cut clean, the skins are removed at the natural dividing line free from all fat and ready for the tanners.

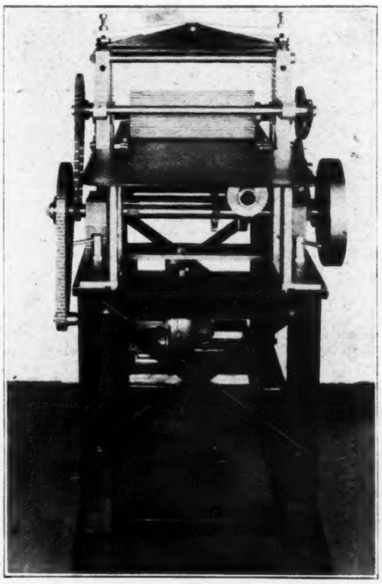
In designing the machine provisions are made for easy cleaning and to protect the workmen against the danger of accidents. The tables can be removed easily and quickly and all parts are readily accessible for cleaning and inspection. All gears and chains are protected with guards.

The machine, which is known as the Universal, occupies small floor space, measuring 4 ft. 2 in. long and 32 in. wide. It stands 4 ft. high and weighs 600 lbs. Power is supplied by a one-horse power motor operating through a silent chain drive.

PACKERS PROFIT BY MEETINGS.

Packers got much practical value out of recent semi-annual regional meetings.

E. C. Merritt of the St. Louis Independent Packing Company, in discussing waste elimination at the St. Louis divisional meeting, presented one point in regard to waste elimination that was unique. He made the point that the executives should analyze their own time and try to avoid any wastes in superfluous effort.



BACON DERINDING MACHINE.
The rinds are removed by a reciprocating knife making 1,000 cuts per minute. The machine handles fresh, cured, frozen and smoked bellies and jowls equally well. The capacity claimed for it is 1,000 slabs per hour.

H. R. Smith, live stock commissioner of the National Live Stock Exchange, reported upon the action taken by the Live Stock Sanitary Committee covering the tattooing of hogs from accredited areas. He stated that the committee felt that the payment of the premium should be continued, and that it would act as an incentive to farmers to tattoo the hogs. The premium beginning July 1, 1928, will be paid only on tattooed hogs rather than on all hogs from accredited areas.

Mr. Smith also presented the problem of avian tuberculosis, and its bearing on the problem of eradicating tuberculosis in swine. He read a tentative certificate which the committee proposed to issue to the farmers, and asked those present at the meeting to comment upon the various provisions included. Considerable discussion followed the presentation of this certificate.

G. M. Pelton, of Swift & Company, discussed measures that could be adopted by packers in connection with their financing and accounting which would aid in reducing their operating and selling costs. He stressed the necessity for strict accuracy in the preparation of the proper statements, and the accepting of these statements by the executives. He emphasized the importance of developing standards easily understood by all executives.

H. R. Davison, director of the Department of Waste Elimination of the Institute, outlined the growth of the idea which had resulted in the establishment of the Commission on Waste Elimination. He reviewed the results of the meetings which had already been held by the Commission, and by its various sections, and outlined the program adopted at these meetings.

H. J. Koenig, of Armour and Company, chairman of the Institute's Sub-Committee on Engineering and Experimentation, cited various practical methods by which wastes in plant operations can be avoided.

Dr. W. Lee Lewis, director of the

Institute's Department of Scientific Research, and H. D. Tefft, director of the Department of Packinghouse Practice and Research, presented the results of interesting surveys and experiments which they had made recently. Dr. Lewis' talk dealt with experiments in connection with ham curing conducted by the Research Laboratory of the Institute. Mr. Tefft presented some interesting figures on coal costs and fuel economies.

A list of some of those present follows:

F. A. Hunter, East Side Packing Co., East St. Louis; W. C. Watkins, J. H. Hall, J. J. Haynes, Swift & Company, St. Louis; S. W. Lund, J. E. Packard, Swift & Company, Chicago; M. B. Thomas, Swift & Company, East St. Louis; H. W. Waddell, Armour and Company, East St. Louis; M. A. Watson, Swift & Company, St. Louis.

R. G. Denton, M. B. Cone, Major Brothers Packing Company, Mishawaka, Ind.; H. J. Koenig, Armour & Company, Chicago; G. M. Pelton, Swift & Company, Chicago; A. E. Hall, Swift & Company, East St. Louis; C. Zestlee, Sieloff Packing Co., St. Louis; G. E. Briggs, Swift & Company, East St. Louis; H. M. Shulman, Hammond-Standish & Company, Detroit, Mich.

L. A. Dennig, E. C. Merritt, Jos. L. Oppermann, St. Louis Independent Packing Company; G. F. Lauth, Heil Packing Company, St. Louis; Carl J. Zeitler, George H. Hohmann, William J. Bagley, Sieloff Packing Company, St. Louis; Fred Krey, Krey Packing Company, St. Louis; G. L. Heil, Heil Packing Company, St. Louis; Mr. Butler, Kingan & Company, Indianapolis; Charles L. Krause, St. Louis Independent Packing Company.

MEATS IN THE HOME.

Miss Gudrun Carlson, director of the Department of Home Economics of the Institute of American Meat Packers, was in Minneapolis last week reviewing the experimental work done with meats for the past three years by the Department of Home Economics of the University of Minneapolis under a yearly grant of the Institute of American Meat Packers.

MUST INSPECT JAPAN EXPORTS.

Meat and meat food products for export to Japan must have government inspection, according to official information to the U. S. Department of Agriculture. Accordingly, it will be necessary for exporters to that country to request inspectors in charge of inspection to issue certificates as provided by regulations to cover these articles.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

CUT IN EXPORT FREIGHT RATES.

After many months of negotiation packers of the Western territory are to obtain a considerable reduction in export freight rates on packinghouse products exported via North Atlantic ports. The reduction amounts to 20 per cent of the domestic rate, and the facts are given in the following notice by assistant vice president Wesley Hardenbergh of the Institute of American Meat Packers:

"The long continued efforts of the Institute's Traffic Commitee, of which Mr. J. W. Robb is chairman, have finally resulted in action by the Western Trunk Line Committee granting a reduction in the rates on packinghouse products for export via North Atlantic ports to the United Kingdom and European continental ports. Tariffs will be issued effective July 1.

"The reduction amounts to 20 per cent of the domestic rate, subject to a maximum of 5 cents per cwt. on the portion of the haul from Kansas City, St. Joseph, Omaha, Sioux City, Sioux Falls, Wichita, Topeka, Atchison, Albert Lea, Austin, and Iowa packing points to the Mississippi River crossings. Minimum carload weights will, of course, necessarily be 35,000 lbs., as prescribed under the reduced rates granted by the Eastern lines.

"This reduction, according to Mr. Robb's statement, will make the new rate from the Missouri River to the Mississippi River 23 cents, and from Wichita 32 cents. The rates from St. Paul and Minneapolis to Chicago will also be reduced 5 cents per cwt., making the new rate 19½ cents.

"It had been hoped by the Committee that it could be arranged for the new rates to go into effect at a much earlier date. Owing to a combination of circumstances, however, it has been found impossible to induce the railroads to make the reductions effective before July 1."

SAN FRANCISCO BEEF SHOW.

With a view to the stimulation of greater production of quality baby beef, pork, mutton and veal, and expanding methods of crop and livestock production, the first annual California Livestock and Baby Beef Show will be held at the South San Francisco Union Stock Yards, November 13, 14, and 15, 1928.

W. H. Moffat, president of Moffat & Co., and one of the leading packers and cattle raisers of the San Francisco region, is president of the new organization. Included on the board of directors are C. J. Hooper, president of the Western Meat Co., and Charles E. Virden, president Virden Packing Co., both of San Francisco; C. S. Hardy, president of C. S. Hardy Co., San Diego; Robert Swanston, president of Swanston & Son, Sacramento; A. E. Corder, Grayson-Owen Packing Co., Oakland; and E. A. Tovrea, president Arizona Packing Co., Phoenix, Ariz.

The board also includes prominent livestock producers, livestock educators, railroad officials and others interested in the promotion of the livestock and meat packing industry on the Pacific Coast.

As the encouragement of dry lot finishing of live stock to high flesh condition is an important feature of the show, the classification will include both individual and car lot entries of fat cattle, hogs and sheep.

The classification will also include a junior division, consisting of entries from boys and girls agricultural clubs and vocational agricultural school projects. The show will also feature a college student judging contest. These latter features are included in the belief that too much emphasis cannot be placed upon the importance of raising up the younger generation of stockmen and farmers in a position to cope with the ever-increasing production problems of the section.

SOUTH AMERICAN SLAUGHTERS.

There was a decline in the number of cattle slaughtered in frigorificos in Argentina during the first three months of 1928, compared with the same period of 1927, but an increase in hogs and sheep.

For January, February and March, 1928, the cattle slaughter was 789,000, compared with 958,000 last year; the hog slaughter was 40,000, compared with 35,000 in the same period of 1927; and the sheep slaughter in 1928 was 981,000, compared with 814,000 in 1927.

In the four frigorificos operating in the state of Sao Paulo, Brazil, the 1926 cattle slaughter was the lowest in three years, totalling 221,528 compared with 288,188 in 1925 and 302,400 in 1924. Hog slaughter at these plants in 1926 totalled 67,370 head compared with 58,174 in 1925 and 104,093 in 1924.

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia."

To Popularize "Red Hot"

Eastern Packer Continues Fight on Term "Hot Dog"

The constructive work of previous years by the Albany Packing Co., Inc., Albany, N. Y., to have discontinued the term "hot dog" as applied to frankfurters, is being continued this season.

The methods to this end being followed are ingenious and might be adopted with profit by other packers who are anxious in the interest of better meat merchandising to see discontinued the use of this objectionable name for a wholesome and popular meat product.

The foundation of the Albany Packing Co.'s campaign is based on securing the cooperation of the newspapers, and in furnishing attractive display signs to concessionaires and others in exchange for their promise not to use the objectionable term in their advertising or otherwise, and to serve only frankfurts manufactured by the packer who is helping them.

Asks Aid of Newspapers.

The aid of the press was sought in a letter written by C. J. Reid, advertising manager of the company, to the display advertising managers of thirty odd newspapers published in the territory served by the company. This letter was as follows:

"Will you kindly ask your editorial department to use the thought contained in this release in their columns at an early date.

"With the coming of the summer season, road stands will be opening for business and we again wish to ask for your most earnest cooperation in keeping the term 'hot dogs' out of your columns.

"The Institute of American Meat Packers, a national organization, and all reputable sausage manufacturers have been actively engaged in a nation-wide campaign to eliminate the undesirable term 'hot dogs' and in its place use the words 'hots' or 'red hots.'

"We earnestly believe that the name 'hot dogs' has a tendency to reflect upon the quality of frankfurters and to restrict their sale, although, of course, we realize that no one actually believes that the product is made from dogs. To say the least, however, 'hot dogs' is unappetizing and, therefore, is an undesirable name which should not be furthered.

"The name 'Red Hots' is not the property of any one company, but rather a term used nation-wide for what has become one of America's most popular meat products. Most people are already familiar with it. It is used in many of the large amusement parks, including Coney Island, and the major league ball parks in many cities.

"We feel sure that you will give us your hearty cooperation in this campaign to eliminate the name 'hot dogs' in favor of 'hots' or 'red hots.'"

Signs Furnished to Sellers.

Signs for display purposes and other advertising material are furnished to sellers and venders of red hots on a lease, which is signed by both the company and the receiver of the material. The terms of this lease read as follows:

"It is agreed by the undersigned that the above described advertising material is to be prominently displayed, that it is only loaned and remains at all times the property of the Albany Packing Co., Inc. This material is not to be mutilated and may be removed by the owners upon demand.

"It is further agreed that the undersigned agrees to sell and offer for sale only First Prize 'red hots' manufactured by the Albany Packing Co., Inc., during the period the above-mentioned advertising material is on his or her premises.

"It is further agreed that the undersigned, together with his or her employees, are expressly prohibited from placing signs on which the words 'hot dogs' appear, on or near the establishment on which the First Prize advertising material is displayed."

Why "Hot Dog" Is Bad Term.

The reasons for the inadvisability of using the obiectionable term are explained on the sign lease:

"The unappetizing and misleading slang term 'hot dog' is a detriment to every concessioner, retailer and manufacturer of sausage.

"A nation-wide campaign is fast eliminating this degrading term. Please refrain from using it verbally and instruct your employees accordingly.

"'Red hots' sounds appetizing and will attract more customers than the misleading and degrading term 'hot dog.'"

Beef Grading a Success

Trade Has Learned Advantages Through Government Action

A total of 44,357 prime and choice and 4,715 good beef carcasses were given government grading during the fiscal year ended April 28, 1928, according to A. T. Edinger of the Better Beef Association department of the National Live Stock and Meat Board.

In the same period 12,738 prime and choice and 1,073 good beef cuts were government graded.

Commenting on the work of grading and stamping beef, Mr. Edinger said:

"In the opinion of many the service has been a success. This project, which was carried on as an experiment, has proved that grading and stamping of beef is feasible. The service has aided materially in supplying a uniform quality of beef to the retailer and consumer.

"It has had some influence on practices of the packing industry—for instance, the packers' method of grading beef for their own information. Furthermore, it has assisted in establishing various grade standards for other packinghouse products.

"Packers in many sections of the country have established their own brands, which are now being applied to fresh meat. Some of these packers have made use of the government service and some have not.

"For many years packers have used their brand names on manufactured goods. Such a practice applied to fresh meats, especially carcasses, was very limited, however. It is now common to see not only the government grade stamp upon beef carcasses, but also the brand name of the packer, which signifies a particular grade or quality of beef.

"A résumé of the fiscal vear of the government grading service indicates that the service has met with the approval of the retailers. Those who have become constant users of government graded beef have profited in many ways. If no financial gain has been in evidence, they at least have had the satisfaction of knowing that their customers have been supplied with a uniform quality of beef at all times.

"During the first year of this service the weekly gradings averaged approximately 950 carcasses and 250 cuts. The figures were somewhat below the average during the middle of the year, but a marked increase took place during the last three or four months, when weekly gradings totalled more carcasses and cuts than at any other time.

"A grand total of 49,073 carcasses and 13,811 cuts were graded. These carcasses originated in 49 plants that

were operated by 33 packers. Some of the packers have been constant users of the government service during the entire year.

"During the month of January, 1928, the service was expanded to include the 'good' grade. This has added materially to its progress and popularity. The 'good' grade has equaled approximately 25 to 30 per cent of the total weekly gradings."

(EDITOR'S NOTE.—This government grading service will be discontinued on June 30, owing to the fact that Congress failed to appropriate funds for its continuance.)

KENNETT-MURRAY SPRING MEET.

The annual managerial meeting of the Kennett-Murray Live Stock Buying Organization was held at the French Lick Springs Hotel, French Lick, Ind., May 8 to 12 inclusive. The following offices were represented:

Buffalo—Clyde Maxwell.
Chicago—B. F. Pierce.
Cincinnati—J. A. Wehinger.
Detroit—P. B. Stewart.
East St. Louis—H. L. Sparks.
Indianapolis—E. R. Whiting and C. J. Renard.
La Fayette—D. L. Heath.
Louisville—W. L. Kennett and E. N. Oyler.
Montgomery—R. V. Stone.
Nashville—F. L. Murray and G. W. Hicks.
Omaha—R. J. Colina.
Sioux City—J. T. Brown, Jr.

Messrs. Kennett and Murray acted as hosts, and the beautiful weather enabled the golf enthusiasts to run up new records.

Each office reported on conditions peculiar to that market, and C. B. Heinemann, manager of the Service department, gave a report on its activities for the year with statistics on the work accomplished.

The meeting formally adjourned Saturday morning, May 12, and the managers went to Louisville by train, where they were guests of Mr. Kennett at his home. Many new activities were planned for the ensuing year, and several innovations in buying service are to be given fair tests.

NEW FLEET-ARROW TRUCK.

Immediate public acceptance of the new Fleet-Arrow Wagon, Pierce-Arrow's new speed unit, marked the showings of this fast delivery model in the principal cities of the United States during the past few weeks, said Hal T. Boulden, sales manager of Pierce-Arrow's commercial car division.

"There are several reasons for the universal approval with which this new model has been received," said Mr. Boulden. "In the first place, it is the creation of engineers and factory craftsmen who have been building heavy-duty units since 1911 with remarkable success. The sturdiness and long-life which have distinguished Pierce-Arrow's line of heavy-duty vehicles have been incorporated into this fast delivery unit. Every part, every piece of material is generously oversize.

"Secondly, in tests conducted with a large number of Fleet-Arrows we have found that this model is able to carry a two-ton load with remarkable ease, economy and safety, while rolling up extraordinary mileage. This fact is important to the operator who wants long life, with freedom from repairs.

"The third reason for its acceptance is because it has many mechanical features that are distinctive. Its riding and handling qualities resemble those of a passenger car and aid in keeping the driver fresh and alert—a feature of safety. It has four-wheel brakes, Houdaille Shock Absorbers in front, a high compression engine with fast acceleration, unusual frame strength and other features of design and construction that make an especial appeal to the fast delivery operator."

The Fleet-Arrow Wagon, which has a pay load capacity of from one to two tons, is designed to fit practically any fast delivery need, being made in three wheelbase lengths — 140-inch, 160-inch and 180-inch. The prices range from $2,450 to $2,550 at Buffalo for the various lengths of chassis.

OPENS CLEVELAND OFFICE.

Birn & Wachenheim of New York City, have opened a branch office in the Swetland building in Cleveland, Ohio, with J. H. Hudell in charge. Mr. Hudell is well versed on the wrapping and merchandising needs of the meat industry and will serve those companies in Ohio and Indiana, also in the cities of Detroit and Pittsburgh. He is especially well equipped to show the proper way to use "Fenestra," greaseproof transparent paper used in wrapping meat products.

EXPRESS SPEEDS AND EASE OF HANDLING FEATURE NEW TRUCK.

Rapid transportation of meats and meat products from the meat packing plant to the retail store is generally desirable and quite often necessary, particularly during the summer months.

The express body truck pictured here has been designed and constructed for express speed haulage of loads ranging from 1 to 2 tons with safety and economy. The job is powered with a 70 horsepower motor, equipped with four-wheel brakes and shock absorbers in front and handles, it is claimed, as easily as a passenger car. It is the latest product of the Pierce-Arrow Motor Car Co.

THE NATIONAL Provisioner

Chicago and New York

Member
Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF AMERICAN MEAT PACKERS

Published Weekly by The National Provisioner, Inc. (Incorporated Under the Laws of the State of New York) at 407 So. Dearborn Street, Chicago

OTTO V. SCHRENK, *President.*
PAUL I. ALDRICH, *Vice-President.*
OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

GENERAL OFFICES.
Old Colony Bldg., 407 So. Dearborn St., CHICAGO, ILL.
Telephone Wabash 0742, 0743, 3751.
Cable Address "Sampan," Chicago.

EASTERN OFFICES.
55 West 42d St., New York
Telephone Chickering 3139

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year	5.00
Single or Extra Copies, each	.10
Back Numbers, each	.25

Is Your Paper Late?

THE NATIONAL PROVISIONER is put on mail trains in Chicago every Saturday before 11 a. m. It should reach you promptly.

If there is any delay, please save the wrapper, mark on it the hour of delivery to you by the carrier, and send it to THE NATIONAL PROVISIONER, *Old Colony Bldg., Chicago, Ill.*

This will aid us in obtaining proper service for you from the Post Office.

The Last Half of the Year

In studying the market for meats and meat products during the last half of the year, supply and demand are of course the major factors to be considered.

With business at a fairly smooth level, and no depression in sight other than a possible slowing up which generally comes during the hottest months of the year, domestic consumption can be expected to continue on a good basis.

A decided dropping off in hog marketings has taken place since the heavy February runs, but the total receipts of the first four months of the year are still 2,300,000 more than for the same period of 1927.

Cattle marketings for the four months are some 200,000 head under those of last year, but in the last month showed an increase over April, 1927.

It should be borne in mind, however, that April is one of the heaviest cattle marketing months of the entire year. The heavier receipts, therefore, do not necessarily indicate a stronger cattle supply than was anticipated earlier.

Sheep receipts for the period showed a gain of about a quarter of a million head, and calf marketings declined slightly.

These are receipts at the seven principal markets of the country, and can be taken as an index of the marketings in the country as a whole.

The total meat supply of the country at present and in prospect is not so large as might seem on the face of it. It should be borne in mind, however, that one-third of the year is already gone and that the shortage of 200,000 head in the number of cattle is largely a matter of the past, as only a small percentage of beef goes into storage. There is no hold-over of beef, neither is there any consumptive gap to be filled.

Should the cattle and hog marketings for the next six months be about the equivalent of those of last year, there will be available a surplus equivalent to approximately 2,000,000 hogs.

While some improvement is shown in the export situation, no very considerable increase in demand from that quarter is anticipated before the fall months and possibly even later.

However, in spite of this, taking a long-time conservative view, the packer would seem to find himself in a rather comfortable position. He can keep his storage stocks of pork products moving at a price that will cover his carrying charges at least.

He must watch his replacement costs, and not get panicky when hog marketings pick up, nor too bullish when they show sharp declines.

There are more factors than the market or the supply of livestock on hand that influence marketings. The marketings of a day or a week, or even longer, do not indicate either that all the hogs in the country have been marketed, or that the farmers are going to hold back their hogs for an indefinite period.

The packer who is informed, and who keeps well abreast of the situation, and is not too inclined to see only within the narrow confines of his own business — regardless how extensive that is—is the packer who is likely to have a year about which he can make little complaint.

For a Safe Meat Supply

An important step was taken recently in safeguarding the health of livestock in the United States when a treaty embodying uniform regulations drafted by livestock sanitary officials in the United States and Mexico was approved by the United States senate.

The treaty embodies uniform measures for preventing the introduction of contagious and infectious animal diseases from abroad, and also for controlling the movement of livestock between Mexico and the United States. Special precautions are directed against such important infections as foot-and-mouth disease, rinderpest, contagious pleuropneumonia and hog cholera.

At times in the past these diseases have taken a heavy toll of meat animals. Their appearance in this country has usually been the result of introduction of infections from other countries, and the livestock and meat industries have paid the penalty.

The steps taken by the livestock interests of these two countries to insure a wholesome meat supply are highly commendable, and of much importance to the meat industry.

Practical Points for the Trade

Handling Horns and Hoofs

A packer subscriber asks regarding the handling of horns and hoofs, for sale as such, also instructions for grading. He says:

Editor The National Provisioner:

We have not been saving our cattle horns and hoofs, but have been grinding them for fertilizer. Can you tell us how the product is handled and what the market grades are?

If horns are handled rapidly, or as soon as they are sawed from the head, a much nicer product results. This practice is followed where a large number of cattle are slaughtered. But the smaller killer often lets the horns lie around for 2 or 3 days before they are scalded and the pith removed.

The best practice is to drop them into a vat of water held at 140 to 150 degs. F. and keep them there for about 15 minutes, or until the horn pith is easily removed from the horn.

The horns are then stored in a good dry room where there is a complete circulation of air, and are slowly air dried. Artificial heat should not be used, as it will cause the horns to crack; neither should the horns be dried on steam coils.

In view of the modern practice of dehorning cattle and the tendency to breed hornless beef cattle, there are fewer horns than in the earlier days when nearly all cattle were horned, hence there is less commerce in this packinghouse by-product.

Grading of Horns.

Horns are graded as follows:

No. 1 steer horns weigh 80 lbs. per 100 pieces and up. They must average 100 lbs. per 100 pieces. The tips must be clear and perfect. If a No. 1 steer horn tip is cracked, scaled or cut off such a horn will fall into a lower grade.

No. 2 steer horns weigh 65 to 85 lbs. per 100 pieces and must average 70 lbs.

No. 3 grade includes those steer and cow horns weighing 30 to 65 lbs. per 100 pieces. Tipless steer horns are included in the No. 3 grade.

Grade No. 4 includes bull horns, crabs and culls. Also horns thrown out from steer horns and anything not good enough to go into any of the other grades. They must have at least 3 in. cutting space in length.

Stumps and small pieces not good enough for any of the above grades are waste.

Horns of any grade must be free from dirt and thoroughly air dried.

Bull, stag and ox horns are usually ground for fertilizer. Unassorted horns bring lower prices than the usual quotations which are for horns handled promptly, air dried and graded.

Handling and Grading Hoofs.

Most hoofs are ground and sold as hoof meal. Only very white, very black or striped hoofs are saved and then only if they are in good condition. They are used for manufacturing buttons, especially the white hoofs.

In preparing hoofs, the following procedure is followed:

The shins are sawed off just above the knuckle or joint. The feet are then scalded in water just below the boiling point for about 10 minutes, or until the hoofs can be separated. Hoofs to be sold for manufacturing purposes must be carefully air dried to prevent cracking. The balance of the hoofs are fully dried and ground up for hoof meal.

Hoofs for manufacturing purposes are graded as follows:

No. 1 hoofs—All white hoofs weighing 20 lbs. and up per 100 pieces, averaging 22 lbs.

No. 2 hoofs—All white hoofs weighing 16 to 20 lbs. per 100 pieces, and averaging 18 lbs.

Black and striped hoofs should weigh 20 lbs. and up per 100 pieces.

Yield of Lard per Hog

What is the lard yield per hog?

A packer in the Central West asks what this yield would be if the whole hog were rendered. He says:

Editor The National Provisioner:

Some time in the past I believe I have read in your magazine an article on the amount of lard received from different weights of dressed hogs when placed in the lard tanks whole and rendered out.

Can you give me this information?

The inquirer asks for the yield of different weights of dressed hogs when placed in lard tanks whole and rendered out.

If tests have been made of such yield, they have not come to our attention. It would seem to be a great waste to render the whole hog for lard, when the other cuts are now and at all times so much more valuable than is the lard.

Taking an average of all weights of hogs, roughly the yield of lard per hog is 40 lbs.

During 1926 the average yield of lard per 100 lbs. live weight of hogs slaughtered under federal inspection was 15.89 lbs. In 1927 this average yield was slightly smaller, standing at 15.36 lbs., the hogs marketed in that year carrying somewhat less fat than those in the previous year.

The yield of inedible grease from a condemned carcass would vary, of course, with the degree of fatness of the carcass. On an average it is approximately 30 per cent.

Refrigerator Car Racks

Does it make any difference how much space there is under floor racks in refrigerator cars?

A Western subscriber raises a question regarding this. He says:

Editor The National Provisioner:

Have you any details on space under floor racks in refrigerator cars? It is my opinion that space under these racks is wasted, and that more is used than is absolutely necessary.

The general opinion regarding the amount of space required under floor racks limits this to at least 4 in. It seems that some packers use only 2 in., but without satisfactory results.

When the space is too limited the air circulation is poor. The saving in space in the car is not sufficient to take a chance on unsatisfactory air circulation.

Jewish Fresh Salami

An Eastern sausage maker asks for instructions for making a good Jewish fresh salami. He says:

Editor The National Provisioner:

We would like to make Jewish fresh salami. It is our understanding that this is a rather high grade product and as there is a good deal of demand for it in our selling territory we want to make it right. Can you help us?

The meat used in this product must be from kosher cattle.

Meats:
75 lbs. boneless beef chucks.
25 lbs. boneless brisket fat

Seasoning:
3¼ lbs. salt
3 oz. saltpeter
2 oz. garlic flour
5 oz. ground white pepper
2 oz. broken white pepper
6 oz. ground coriander, not too fine
6 oz. sugar

Grind the beef through the ⅛ in. plate and the brisket fat through the 3/16 in. plate.

Dissolve the salt, saltpeter and seasoning in ½ gal. of ice water. Mix well and pour over the ground meat. Then mix all together for 3 minutes.

Spread the mixture 8 in. thick on a table in the cooler at 38 to 40 degs. F. for 48 hours. At the end of that time take to the silent cutter and let the meat stay in the silent cutter until it revolves 7 or 8 times.

Stuff in beef weasands, cut 20 inches long. Stuff good and tight so there will be no air in the sausage.

Hang on trucks in the dry room for 24 hours, at 50 to 55 degs. Then hang in smokehouse for about 12 hours. The first eight hours let the temperature be 120 degs. and the last four hours up to 155 degs.

Then hang in the dry room at 50 to 55 degs., but with not too much draft, otherwise the product will shrivel. Should they shrivel dip them in boiling water for 2 seconds and hang back in the dry room.

This sausage can be used in 10 to 15 days.

MAY LABEL SKINLESS SAUSAGE.

Permission has been given by the U. S. meat inspection service to use the term "skinless" in labeling sausage from which the casings have been removed. The order signed by Dr. John R. Mohler, chief of the U. S. Bureau of Animal Industry, says:

"Notice is hereby given that the bureau has withdrawn its objection to the use of the term 'skinless' in labeling sausage from which the casings have been removed. When submitted for approval, each label, carton and other material showing the term 'skinless' should bear a written statement describing the product."

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

TO KEEP SEPARATOR CLEAR.

By W. F. Schaphorst, M.E.

A kink was devised recently where the steam line to the engines in an eastern plant was equipped with a large separator which gave continual trouble due to wet steam.

The engines were about 200 feet from the boilers. Connected to the separator was a steam trap which was the cause of the trouble. Traps "should" work, but this one did not. Slugs of water would get over to the engines.

This plant serves a department which requires considerable steam. It doesn't matter much whether this steam is wet or dry, and so the engineer solved the problem very nicely by connecting this steam line to the bottom of the separator in such a way that the separator was kept continually drained. In other words, he did away with the steam trap entirely.

Furthermore, because of the fact that the steam going to the department is used at a lower pressure than in the engines, there is a considerable pressure drop. The engineer figured that by supplying a small steam line he could make the steam superheat itself due to the pressure drop, consequently he made the line small—only one inch in diameter. However, as stated before, it doesn't matter much whether the steam is wet or not.

There is another excellent argument in favor of installing a small pipe line. Small pipe requires less covering and the first cost of the covering is less. The cost of the piping and installation are therefore considerably less and, lastly, as already intimated, the cost of the reducing valve is saved because no reducing valve is required.

TO CONTROL OVERPRODUCTION.

Adequate control of the economic thunderbolt of increasing production unloosed by industry was put forward by Lewis E. Pierson, president of the Chamber of Commerce of the United States, as the overshadowing problem of business today, in an address at the annual meeting in Washington, D. C., last week.

"The nation," he said, "which has won its way to industrial leadership by the stimulation of production, and which has enlisted the aid of science and invention to perfect the efficiency of its industrial processes, has a new task before it.

"It must prove that production is its servant and not its master. It must demonstrate that it has the will and the skill to control the machine it has created."

Closer cooperation on the part of business, labor, agriculture and finance to accomplish this purpose was predicted by Mr. Pierson.

"The day, I think, is not far distant," he said, "when organized business, organized labor and a comprehending government will unite for intelligent teamwork that alone can solve our newer problems. Teamwork that will lift the fear of unemployment and suffering from the minds of those who toil. Teamwork that will permit the wheels of industry to turn with increasing effectiveness, to bring more and more of the comforts and even the luxuries of life to all who contribute to the productive power of America. Teamwork that will remove the threat of an unused surplus from the nation that has staked its economic life on the doctrine of increasing production."

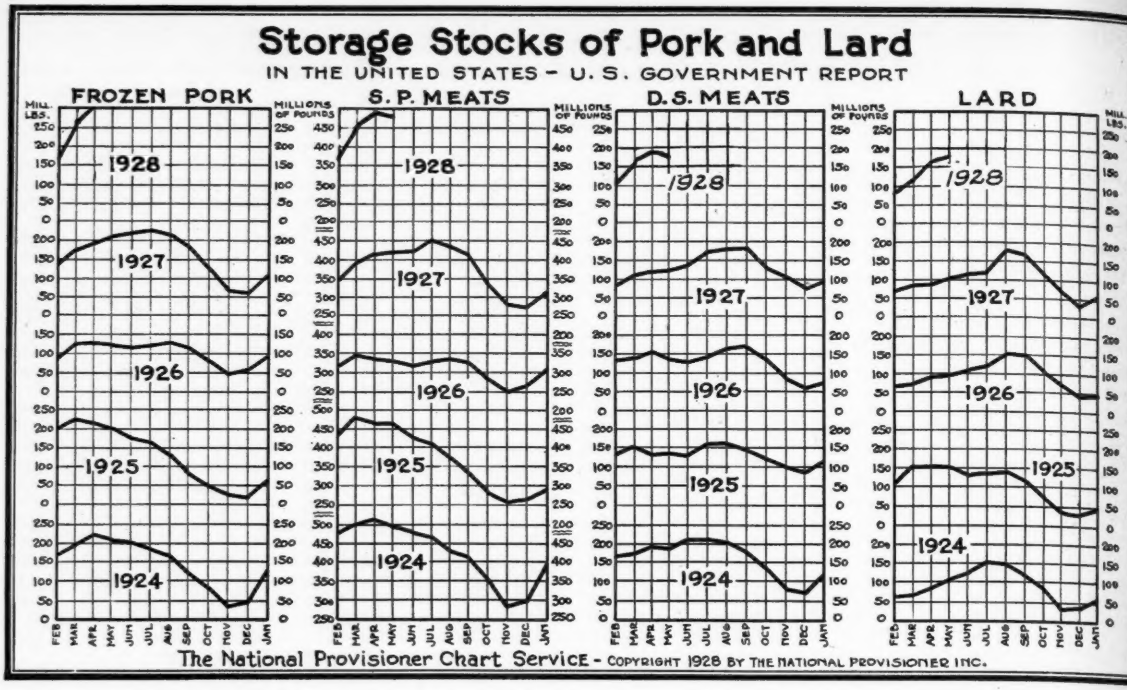
"No nation since the world began," he said, "has altered its social and economic structure so completely and rapidly as the United States during the past quarter century. We have changed from a nation that was preponderatingly agricultural to a nation whose major attention is now directed to industry. We have changed from a debtor to a creditor nation. We have changed from a nation intent upon internal development to a nation that finds itself concerned with the progress of the world at large.

"We know that we are headed in the right direction. Yet all of us, I think, are conscious that this new alignment of the forces of industry creates new problems and imposes new responsibilities which must be met and solved by those who have been called to business leadership."

Touching upon the problem of unemployment and the difficulties of agriculture, Mr. Pierson continued: "The more we consider the growing productiveness of the United States, the more we reflect upon the problems that have arisen in our industries—and on our farms as well—the more definitely we become convinced that our difficulties come not so much from the growth of our productive capacity, as from our failure to provide proper teamplay among the forces of production.

"Industry and agriculture have both reached the point in their development where the individual must think in terms of his relationship to the broad sweep of world competition. No man and no organization is strong enough to go blindly forward without regard to what the rest of the world is doing."

Do you use this page to get your questions answered?



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stocks of fresh and cured pork and lard for the first four months of 1928, with comparisons.

Lard stocks continued the upward trend begun in December, but there was a decline in all pork meats on hand. This was due in part to the decreased hog runs, and to a decline in the rate at which product went into cure.

Frozen pork stocks are still above 300,000,000 lbs., being approximately 115,000,000 lbs. heavier than those of the same time last year, and exceeding the 5-year average by about that amount.

Accumulations of frozen pork continued to increase during 1927, up to the end of July, when a steady decline took place. The trend of the present year has been out of proportion with that of any one of the four years previous.

While stocks of cured meats and meats in process of cure are heavy, the prospect is not especially bearish, unless there should be heavier hog runs than are generally anticipated for the next six months.

The corn situation just now is not particularly favorable to hog feeding, even if the pigs are available to feed, but the prospects of heavy corn plantings and a considerable increase in the corn crop of the coming summer may have some influence on marketings.

There is a possibility that fewer sows will be marketed during the summer months than usual, the plan being to hold them for fall farrowing. This would reduce to some extent the summer marketings. It would also have an influence on lard stocks as the heavy sows of the summer runs usually contribute to these stocks.

On the other hand prices are reasonably attractive to the hog man, making an incentive for the "in-and-outer" to market what he has on hand, while the conservative producer may want to continue along on a pretty good production basis.

While the situation is in no sense a discouraging one, it is one that will require careful handling and good merchandising. The packer is just at the turn of the year when he stands to make or lose money.

Heavy storage stocks are necessarily a weight on the market and product prices are only now about what they should be from 8c hogs. The product market has been growing stronger, *but still more strength is needed for the packer to realize as he should on his stocks on hand.*

Watch the "Wanted" page for bargains.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on May 14, 1928, with comparisons, are reported by the Chicago Board of Trade as follows:

	May 14, 1928.	Apr. 30, 1928.	May 14, 1927.
Mess pork, new, made since Oct. 1, '27, brls.	439	443	556
P. S. lard, made since Oct. 1, '27, lbs.	75,182,452	72,774,786	30,639,632
P. S. lard, made Oct. 1, '26, to Oct. 1,'27, lbs.	4,117,000	4,117,000	3,663,427
Other kinds of lard, lbs.	5,415,482	7,203,227	4,338,117
S. R. sides, made since Oct. 1, '27, lbs.	2,860,913	3,103,403	294,106
S. R. sides, made previous to Oct. 1, '27, lbs.	73,000	73,000	....
D. S. cl. bellies, made since Oct. 1, '27, lbs.	23,013,709	23,065,195	15,755,373
D. S. rib bellies, made since Oct. 1,'27, lbs.	3,399,250	3,552,910	3,045,587
D. S. rib bellies, made previous to Oct. 1, '27, lbs.	18,000	21,000	....
Ex. sh. cl. sides, made since Oct. 1,'27, lbs.	133,992	182,506	252,219

MEAT AND LARD STOCKS.

Stocks of meat and lard on hand in the United States on May 1, 1928, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	May 1, '28. Lbs.	Apr. 1, '28. Lbs.	5-yr. av. May 1-lbs.
Beef:			
Frozen	28,208,000	37,625,000	49,364,000
Cured	9,918,000	11,005,000	14,430,000
In cure	8,008,000	8,626,000	11,424,000
Pork:			
Frozen	306,098,000	323,403,000	191,883,000
D. S. cured	103,240,000	95,262,000	87,535,000
D. S. in cure	70,500,000	82,750,000	79,489,000
S. P. cured	219,607,000	198,520,000	199,059,000
S. P. in cure	259,878,000	297,802,000	249,355,000
Lamb and mutton, frozen	1,974,000	3,252,000	2,824,000
Miscl. meats	70,526,000	74,949,000	67,501,000
Lard	173,063,000	164,506,000	107,400,000

Provision and Lard Markets

WEEKLY REVIEW

Market Irregular—Hogs Barely Steady—Western Run Liberal—Irregular Grain Markets Factor — Outward Movement Fair—Stocks Increasing.

The market for hog products, particularly lard, the past week backed and filled over a fair range, but the undertone continues rather heavy. Persistent pressure in a moderate way from packers served to bring about further liquidation on the part of longs, while fresh buying power made its appearance only on the setbacks. A rather fair run of hogs to market made for an unsteady tone in hog values, and this, together with a further increase in stocks, although slight, served to have a depressing influence.

At times there was covering on bulges in the grain markets, and at other times there was selling of provisions when grains broke sharply. The foreign markets backed and filled but, in the main, were taking their cue from the developments from this side. At this level of prices, sentiment is mixed, but shrewd observers are slow in taking hold and are awaiting the time when the large lard stocks begin to dwindle. The market, it is argued, is carrying considerable hedges, while the impression prevails that a long interest still exists in lard in the way of spreading with grains, particularly corn.

Lard Movement is Fair.

Domestic cash trade was reported of fairly good volume. The outward movement of lard was fair, but the warm weather is rapidly approaching and this created the belief that it will be some weeks before the lard stocks decline to any extent. At the same time, a feature that attracts attention is the fact that spring farm work has been pretty well completed and this may lead to some increase in the run of hogs to market. As a whole, however, the trade is convinced that on the present parity of corn and hogs the tendency on the part of the raiser will be to cut down his holdings of hogs.

However, there are those who contend that the number of hogs in the country later in the year will depend to a great extent on the progress of the new corn crop. The yellow cereal has gone into the ground fairly early, and the corn belt has experienced pretty good rains this week which should make for a good start.

The cold storage holdings of lard at the beginning of May were officially placed at 173,063,000 lbs., compared with 99,611,000 lbs. on May 1 last year, and a five year May 1 average of 107,409,000 lbs. The stocks of pork meats, however, are comparatively moderate, while some in the trade look upon the situation in bellies as one where higher prices will be witnessed in the near future. The total meat stocks of all kinds at the beginning of the month, nevertheless, were 1,077,957,000 lbs., compared with 893,523,000 lbs. last year and the five year average of 952,954,000 lbs.

Hog Prices Lower.

The average price of hogs at the close of last week was $9.75 compared with $9.95 the previous week, $9.55 a year ago, and $13.65 two years ago. The average weight of hogs received at Chicago last week was 233 lbs., compared with 232 lbs. the previous week, 246 lbs. a year ago, and 253 lbs. two years ago.

The official statement on receipts and disposition of livestock at the public stock yards showed hog arrivals totaled 3,482,504 head, an increase of 10.8 per cent over April last year, while the local slaughter was 3,077,253 head, an increase of 1.3 per cent over last year.

PORK—The market was steady with demand rather quiet. At New York, mess was quoted at $32.50; family, $34.50@36.50; fat backs, $27.00@29.00. At Chicago, mess was quoted at $28.

LARD—Domestic trade was fair and the outward movement rather liberal, but prices moved irregularly. At New York, prime western was quoted at $12.40@12.50; middle western, $12.20@12.30; city, 11⅝c; refined continent, 12¾c; South America, 13¾c; Brazil kegs, 14¾c; compound, car lots, 12½c; less than cars, 12¾c. At Chicago, regular lard in round lots was quoted at 22½c under July; loose lard, 102½ under July; leaf lard 122½ under July.

BEEF—Demand was fair and the market steady, with mess New York quoted at $22.00@23.00; packet, $24.00@26.00; family, $28.00@30.00; extra India mess, $39.00@40.00; No. 1, canned corned beef, $3.40; No. 2, $6.00; South American, $16.75; pickled tongues, $55.00@60.00 per barrel.

See page 39 for later markets.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, May 18, 1928.

Demand for A. C. hams for deferred shipment improved. Trading more active. Picnics and square shoulders steady. Pure lard firm. General provision market fair, with signs of improvement.

Today's prices are as follows: Liverpool shoulders, square, 66s; hams, American cut, 80s; hams, long cut, 85s; Cumberland cut, 80s; short backs, 80s; picnics, 62s; bellies, clear, 74s; Canadian, 88s; spot lard, 61s 6d; Wilshire, none.

EUROPEAN PROVISION CABLES.

The market at Hamburg remains about the same, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 450 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 108,000, at a top Berlin price of 11.90c a pound, compared with 96,000 at 12.98c a pound for the same week last year.

The Rotterdam market was rather quiet. Stocks were medium with practically no change in price.

The market at Liverpool was firm with a fair consumptive demand. Stocks are medium with the exception of Cumberland, which are light.

The total of pigs bought in Ireland for bacon curing was 20,000 for the week.

The estimated slaughter of Danish hogs for the week ending May 11, 1928, was 91,200.

STOCKS IN COLD STORAGE.

The figures on which the chart on storage stocks on page 28 is based are as follows:

1924.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	126,783	432,726	147,487	49,822
Feb.	165,822	468,373	168,141	56,161
Mar.	199,428	500,658	168,145	68,557
Apr.	227,284	512,190	192,934	85,722
May	215,767	500,683	191,882	102,317
June	201,728	483,372	206,009	127,949
July	186,566	473,914	212,158	152,529
Aug.	164,461	443,795	202,002	150,243
Sept.	121,816	408,928	180,127	124,676
Oct.	77,986	351,485	135,702	83,198
Nov.	42,857	285,516	81,996	31,706
Dec.	48,656	300,264	76,990	35,042

1925.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	128,585	396,414	117,982	60,243
Feb.	200,293	443,352	136,478	112,607
Mar.	232,131	484,349	150,679	152,485
Apr.	218,715	466,028	142,660	150,094
May	201,246	467,395	145,548	151,499
June	180,645	425,481	142,292	138,295
July	168,527	407,610	162,618	145,919
Aug.	131,935	373,227	164,374	145,924
Sept.	93,078	338,156	152,555	114,724
Oct.	54,455	284,592	128,288	71,338
Nov.	30,174	255,584	106,204	36,640
Dec.	26,995	260,641	96,995	33,311

1926.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	57,960	294,642	119,617	42,478
Feb.	98,311	319,726	138,005	64,187
Mar.	120,115	345,661	144,071	76,145
Apr.	129,259	346,049	151,286	93,108
May	124,569	338,905	140,324	98,365
June	117,366	320,305	136,901	106,824
July	120,707	334,305	148,164	120,527
Aug.	133,104	340,687	168,882	153,572
Sept.	119,994	330,326	172,766	151,233
Oct.	77,673	293,106	143,572	105,558
Nov.	49,376	257,726	98,521	72,355
Dec.	55,294	267,787	67,009	46,826

1927.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	97,650	306,904	68,203	49,992
Feb.	149,866	352,051	86,305	69,495
Mar.	177,876	392,642	101,156	77,163
Apr.	193,343	418,724	124,714	92,090
May	204,608	435,967	129,637	99,611
June	211,496	432,492	143,092	111,775
July	220,685	444,778	167,248	146,250
Aug.	214,428	440,752	185,963	179,029
Sept.	180,979	407,511	178,121	167,309
Oct.	126,887	341,460	140,417	118,174
Nov.	76,788	290,261	100,646	71,609
Dec.	65,640	277,382	77,145	45,503

1928.

	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted).			
Jan.	165,221	370,442	119,497	83,780
Feb.	263,707	460,266	159,769	121,354
Mar.	322,542	496,478	177,887	164,755
Apr.	323,403	496,322	178,012	164,506
May	306,098	479,485	173,740	173,063

MARCH MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during March, 1928, are officially reported as follows:

	Lbs.	Value.
Beef, pickled or cured....	729,465	$ 90,054
Pork carcasses	235,702	29,734
Loins and other fresh pork	1,423,581	214,541
Wiltshire sides	72,393	10,029
Hams and shoulders......	12,222,307	1,983,562
Bacon	15,105,647	1,944,113
Cumberland sides	615,918	90,024
Pickled pork	2,623,040	335,803
Sausage	385,803	111,364
Lard	79,929,277	10,244,262
Neutral lard	3,529,536	458,797

Shipments from the United States to non-contiguous territories:

Alaska—Beef, pickled or cured, 3,098 lbs.; pork carcasses, 49,595 lbs.; hams and shoulders, 50,521 lbs.; bacon, 51,520 lbs.; sausage, 20,846 lbs.

Porto Rico—Beef, pickled or cured, 54,442 lbs.; loins and other fresh pork, 16,261 lbs.; hams and shoulders, 999,270 lbs.; bacon, 215,987 lbs.; pickled pork, 1,280,390 lbs.; sausage, 192,767 lbs.; lard, 2,092,093 lbs.

Hawaii—Beef, pickled or cured, 2,460 lbs.; pork carcasses, 10,821 lbs.; loins and other fresh pork, 72,654 lbs.; hams and shoulders, 121,157 lbs.; bacon, 37,420 lbs.; pickled pork, 2,821 lbs.; sausage, 69,111 lbs.; lard, 10,874 lbs.; neutral lard, 4,597 lbs.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending May 12, 1928:

Point of origin. Commodity.	Amount.
Canada—Quarters of beef............	527
Canada—Calf carcasses..............	2,656
Canada—Beef cuts	5,125 lbs.
Canada—Smoked pork	1,384 lbs.
Canada—Meat products	33,658 lbs.
Italy—Sausage	5,469 lbs.
Italy—Hams	59 lbs.
Germany—Sausage	5,995 lbs.
Germany—Hams	2,495 lbs.
Czecho-Slovakia—Hams	580 lbs.

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on May 1, 1928, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	May 1, 1928.	May 1, 1927.	5 yr. av. May 1.
Broilers, lbs. ...	6,131,000	10,978,000	8,381,000
Fryers, lbs.	4,075,000	5,093,000	....
Roasters, lbs. ...	16,624,000	20,932,000	24,188,000
Fowls, lbs.	8,718,000	8,589,000	8,344,000
Turkeys, lbs. ...	9,509,000	9,719,000	10,345,000
Misc., lbs........	11,726,000	21,971,000	16,627,000
Total, lbs.	56,783,000	77,282,000	67,885,000

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending May 12:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ending May 12, 1928. M lbs.	May 14, 1928. M lbs.	May 5, 1928. M lbs.	Jan. 1,'28, to May 12, 1928. M lbs.
Total	1,977	1,824	1,985	41,880
To Belgium	....	....	....	118
United Kingdom	1,806	1,744	1,794	34,228
Other Europe....	....	....	....	695
Cuba	20	70	151	3,005
Other countries.	151	10	40	3,833

BACON, INCLUDING CUMBERLAND.

	May 12, 1928.	May 14, 1928.	May 5, 1928.	Jan. 1,'28, to May 12, 1928.
Total	1,983	2,135	2,825	55,752
To Germany	90	38	526	5,333
United Kingdom	1,363	1,832	1,811	27,057
Other Europe ..	248	262	482	15,302
Cuba	3	1	....	5,243
Other countries.	279	2	6	2,817

LARD.

	May 12, 1928.	May 14, 1928.	May 5, 1928.	Jan. 1,'28, to May 12, 1928.
Total	12,217	11,894	15,584	303,549
To Germany	3,565	4,850	4,484	71,619
Netherlands	935	967	1,530	20,907
United Kingdom	4,333	3,498	6,089	105,800
Other Europe ..	1,071	642	1,357	32,914
Cuba	1,239	1,336	991	30,319
Other countries.	1,074	601	1,133	41,840

PICKLED PORK.

	May 12, 1928.	May 14, 1928.	May 5, 1928.	Jan. 1,'28, to May 12, 1928.
Total	494	371	475	9,585
To United Kingd..	....	63	....	1,554
Other Europe ..	10	....	27	727
Canada	319	256	350	2,788
Other countries.	165	52	98	4,526

TOTAL EXPORTS BY PORTS.

Week ending, May 12, 1928.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,977	1,983	12,217	494
Boston	20	21	165	23
Detroit	829	498	932	40
Port Huron	1,078	160	1,661	275
Key West	15	....	901	....
New Orleans	35	3	1,352	146
New York	....	1,301	7,129	10
Philadelphia	....	....	77	....

DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.
United Kingdom (total)	1,806	1,363
Liverpool	824	745
London	402	169
Manchester	52	99
Glasgow	12	113
Other United Kingdom	516	236

Exported to:	Lard, M lbs.
Germany (total)	3,565
Hamburg	3,115
Other Germany	450

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on May 17, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	$20.00@21.50	$20.00@20.50	$20.50@21.50	$22.00@23.00
Good	18.50@20.00	19.50@20.00	19.50@21.00	20.00@21.00
STEERS (Lt. & Med. Wt., 700 lbs. dn.)				
Choice	20.50@22.00	....	20.50@21.50	22.00@23.00
Good	19.00@20.50	19.00@19.50	19.50@21.00	20.00@21.00
STEERS (All Weights):				
Medium	17.50@19.50	....	17.00@19.50	17.00@19.50
Common	16.50@17.50	....	16.00@17.00	....
COWS:				
Good	17.00@18.00	17.50@18.50	17.50@19.00	18.00@19.00
Medium	15.50@17.00	16.50@17.50	16.00@17.50	16.50@17.50
Common	14.50@15.50	16.00@16.50	15.00@16.00	15.00@16.00
Fresh Veal (1):				
VEALERS:				
Choice	22.00@23.00	24.00@26.00	23.00@25.00	23.00@24.00
Good	20.00@22.00	20.00@23.00	22.00@24.00	20.00@22.00
Medium	17.00@20.00	17.00@20.00	20.00@22.00	16.00@19.00
Common	15.00@17.00	15.00@17.00	18.00@20.00	14.00@16.00
Fresh Lamb and Mutton:				
SPRING LAMB:				
Good-choice	30.00@33.00	31.00@34.00	33.00@36.00	33.00@35.00
Medium	29.00@31.00	30.00@32.00	31.00@33.00	31.00@33.00
Common	26.00@28.00	....	28.00@30.00	....
LAMB (30-42 lbs.):				
Choice	30.00@31.00	31.00@32.00	31.00@34.00	32.00@33.00
Good	29.00@30.00	30.00@31.00	31.00@33.00	31.00@32.00
LAMB (42-55 lbs.):				
Choice	29.00@30.00	30.00@31.00	31.00@33.00	30.00@31.00
Good	27.00@29.00	29.00@30.00	30.00@32.00	29.00@30.00
LAMB (All Weights):				
Medium	26.00@29.00	28.00@29.00	29.00@31.00	28.00@30.00
Common	....	....	....	....
MUTTON (Ewes):				
Good	17.00@19.00	16.00@18.00	13.00@17.00	14.00@15.00
Medium	15.00@17.00	15.00@16.00	12.00@14.00	13.00@14.00
Common	12.50@15.00	....	10.00@12.00	....
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av...............	21.00@23.00	19.00@21.00	20.00@23.00	20.00@23.00
10-12 lbs. av..............	20.00@22.00	19.00@21.00	19.00@22.00	20.00@22.00
12-15 lbs. av..............	18.00@20.00	17.00@19.00	17.00@20.00	19.00@21.00
15-18 lbs. av..............	16.00@18.00	16.00@18.00	16.50@19.00	18.00@19.00
18-22 lbs. av..............	14.00@16.00	15.00@17.00	16.00@18.00	17.00@18.00
SHOULDERS:				
N. Y. Style—Skinned........	13.00@14.00	....	13.00@15.00	13.00@15.00
PICNICS:				
4-6 lbs. av................	....	14.00@15.00	....	13.00@15.00
6-8 lbs. av................	....	13.00@14.00	....	12.00@14.00
BUTTS: Boston Style........	16.00@18.00	....	17.00@19.00	17.00@19.00
SPARE RIBS: Half Sheets....	10.50@12.50	....	....	....
TRIMMINGS:				
Regular	9.00@10.00	....	....	....
Lean	17.00@18.00	....	....	....

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—With consumers out of the market, the tallow situation in the east developed an easier undertone. Offerings increased moderately, and prices were ⅛c lower than the previous week. On the decline, producers were inclined to look on pending development and were holding extra New York at 8⅝c f. o. b., while the larger consumers were bidding ⅛c less than that figure but not getting any supplies.

The producer, it is held, is in a fairly well sold—up position, but on the other hand, the recent buying by consumers had placed the soaper in a position where, for the time being at least, he can wait out the market.

At New York, special was quoted at 8¼c; extra, 8⅝c; edible, 10c. At Chicago, the market for tallow was dull but steady, with moderate inquiries in evidence for edible tallow, while a very slow movement on prime packer was reported. At Chicago, edible was quoted at 9¾c; fancy, 9c; prime packer, 8⅞c; No. 1, 8½c; No. 2, 7⅛@7¼c.

There was no London auction this week. At Liverpool, Australian tallow was unchanged for the week with fine quoted at 42s and good mixed at 39s 9d.

STEARINE—Demand the past week has been very quiet. The market was easier and fully ½c lower in the east, the result, it was said, of dullness in the compound trade. At New York, oleo was quoted at 11c asked. At Chicago, demand was quiet and the market fairly steady, with oleo quoted at 10½@11c.

OLEO OIL—Demand was fair and the market comparatively steady, although prices backed and filled with sellers' ideas apart, while consumers refuse to follow advances. At New York, extra was quoted at 15c; medium, 13¼@14c according to quality; lower grades, 12½@13c. At Chicago, the market was steady, with demand moderate. Extra was quoted at 14½c.

See page 39 for later markets.

LARD OIL—The market was barely steady with weaker raw materials and a limited demand. At New York, edible was quoted at 16¼c; extra winter, 13c; extra, 12¼c; extra No. 1, 12c; No. 1, 11½c; No. 2, 11c.

NEATSFOOT OIL—The market was about steady, but demand was routine. At New York, pure was quoted at 15¾c; extra, 12¼c; No. 1, 11¾c; cold test, 18½c.

GREASES—The demand for greases in the east the past week has been somewhat quieter. The tone was less strong due to an easing in other directions and refusal of soapers to follow last week's advance. Offerings were not large nor pressed, however. This made for a condition where buyers and sellers were apart in their ideas.

At New York, yellow and house were quoted at 7⅜@7¾c; A white, 8@8¼c; B white, 7⅝@7¾c; choice white, 9½@9¾c.

At Chicago, the market on grease was dull. Inquiries were fair and offerings moderate, with prices ruling rather steady. The market was firm on medium and low grade stock. At Chicago, brown was quoted 7⅛@7¼c; yellow, 7⅝@7⅞c; B white, 8⅛c; A white, 8⅜c; choice white, 8½@8⅝c.

By-Products Markets

Chicago, May 17, 1928.

Blood.

Offerings of blood light and market nominally $5.25@5.35 per unit of ammonia, basis f.o.b. Chicago.

	Unit Ammonia.
Ground and unground	5.25@5.35n

Digester Hog Tankage Materials.

Feeding tankage is scarce and market is very strong. Some producers are asking as high as $5.50 and 10c.

	Unit Ammonia.
Ground, 11½@12% ammonia	$5.25@5.35 & 10
Ground, 6 to 8% ammonia	4.00@4.25
Unground, 11½ to 12% ammonia	3.75@4.00
Unground, 6 to 8% ammonia	3.90@4.15
Liquid stick, 7 to 11% ammonia	3.75@4.00

Fertilizer Materials.

Practically no accumulations of fertilizer tankage materials on hand. Market strong. Producers holding for $4.50 and 10c.

	Unit Ammonia.
High grd., ground, 10% am.	$4.50 & 10
Lower grade, ground & unground, 6-9% ammonia	3.75@4.00
Hoof meal	3.75@4.00n
Bone tankage, low grade, per ton	23.00@25.00n

Bone Meals.

Little trading in this market, most of the product being deliverable on contract.

	Per Ton
Raw bone meal	$55.00@60.00
Steam, ground	28.00@30.00
Steam, unground	23.00@25.00

Cracklings.

Crackling market continues strong. Some producers asking $1.30 for unground expeller and cake buyers holding for $1.20@1.25 for prompt and future.

	Per Ton.
Hard pressed and exp. unground, per unit protein	$ 1.20@ 1.30
Soft prsd. pork, ac. grease & quality	75.00@80.00
Soft prsd. beef, ac. grease & quality	45.00@50.00

Gelatine and Glue Stocks.

Buyers' ideas on jaws, skulls and knuckles mostly $40 limit. However, some product moving at better prices. Junk bones saleable at $30 Chicago and other Middle Western points. Market dull on pig skin scraps.

	Per Ton.
Kip and calf stock	$ @40.00
Rejected manufacturing bones	52.50@55.00
Horn piths	45.00@46.00
Cattle jaws, skulls and knuckles	@40.00
Sinews, pizzles and hide trimmings	@35.00
Pig skin scraps and trim., per lb.	@ 4cn

Horns, Bones and Hoofs.

Big packer hoofs sold at $45 per ton, basis Chicago. Hoof meal nominally $3.75@4.00.

	Per Ton.
Horns, according to grade	$40.00@150.00
Round shin bones	55.00@ 65.00
Flat shin bones	55.00@ 60.00
Cattle hoofs	40.00@ 45.00
Junk bones	28.00@ 30.00n

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

Some firm bids for coil or field dried summer hair.

Coil and field dried	1¼@ 2c
Processed grey, per lb.	3 @ 5c
Cattle switches, each*	4 @ 5¼c

*According to count.

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner)

New York, May 16, 1928.

Trading has been very light in fertilizer materials the past ten days as the season is about over. The only business being done now, is a car here and there for quick delivery.

South American dried blood sold at $4.65 c. i. f. Pacific Coast points for May-June shipment and offerings are limited.

One lot of South American ground tankage sold at $4.90 & 10c c. i. f. for nearby arrival, while $4.75 & 10c is being quoted for June shipment from South America.

Sulphate of ammonia is now back to normal prices, with sellers asking $2.40 to $2.50 delivered at buyer's plants in bulk and for quick shipment.

Nitrate of soda has been rather easy. The importers are holding at most ports at $2.32½ ex vessel, but resale lots are offered down as low as $2.25 at some Northern ports.

Local tankage is held at around $4.50 & 10c f. o. b. New York for ground material.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 16, 1928.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f. o. b. seller's plant, 8⅝c lb.; Manila cocoanut oil, tanks New York, 8¾c lb.; Manila cocoanut oil, tanks Coast, 8¼c lb.; Cochin cocoanut oil, barrels New York, 11c lb.

P. S. Y. cottonseed oil, barrels New York, 12⅛@12⅝c lb.; crude corn oil, barrels New York, 11¾c lb.; olive oil foots, barrels New York, 10½@10¾c lb.; 5 per cent yellow olive oil, barrels New York, $1.25@1.30 gal.

Crude soya bean oil, barrels New York, 11¾@12¼c lb.; palm kernel oil, barrels New York, 9.95c lb.; red oil, barrels New York, 9¼@9¾c lb.; Niger palm oil, casks New York, 7¾@7⅞c lb.; Lagos palm oil, casks New York, 8⅝c lb.; Glycerine (soaplye), 7¼c lb.

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1927, January, February, March and April, 1928, with comparisons for last season, based on federal census reports, has been prepared by Aspegren & Co. It is as follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received. 1927-28.	Tons received. 1926-27.
On hd. start of season	89,784	23,249
August	290,422	138,164
September	1,007,261	976,295
October	1,282,625	1,502,131
November	848,706	1,224,487
December	483,281	854,735
January	339,212	581,856
February	177,229	473,340
March	95,296	358,989
April	15,947	103,239
Total	4,629,763	6,236,485

	Tons crushed. 1927-28.	Tons crushed. 1926-27.
August	161,423	74,731
September	581,090	476,142
October	876,630	934,643
November	782,681	984,562
December	605,206	942,976
January	570,408	849,721
February	450,627	686,786
March	323,307	615,072
April	164,872	352,994
Total	4,516,244	5,917,627

	On hand end of month. 1927-28.	On hand end of month. 1926-27.
August	218,783	86,682
September	644,954	586,835
October	1,050,949	1,153,247
November	1,113,974	1,391,922
December	992,049	1,303,681
January	763,353	1,035,766
February	489,955	818,715
March	261,944	561,686
April	113,019	311,931

	1927-28. Tons.	1926-27. Tons.
Estimated seed receipts at crude mills	4,626,150	6,379,447
On hand beginning of season	89,784	23,249
Total	4,715,934	6,402,696
Of which is so far crushed	4,715,934	6,402,696
Destroyed at mills	500	6,927
Seed on hand	113,019	311,931
Seed still to be received	86,171	166,211

113,019 tons seed on hand at 315 lbs. crude oil per ton is equivalent to 35,600,985 lbs. crude oil, which at 7¾ per cent refining loss, equals 32,841,909 lbs. refined oil, or 82,105 barrels.

86,171 tons seed still to be received at 315 lbs. crude oil per ton is equivalent to 27,143,865 lbs. crude oil, which at 7¾ per cent refining loss, equals 25,040,215 lbs. refined oil, or 62,601 barrels.

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced. 1927-28.	Pounds produced. 1926-27.
On hd. start of season	5,422,887	1,776,175
August	46,211,512	20,688,595
September	178,017,837	139,627,774
October	272,547,231	282,405,595
November	247,523,025	297,691,258
December	192,056,529	277,402,946
January	181,022,220	250,386,020
February	144,658,365	205,051,420
March	108,386,946	186,913,944
April	56,944,828	106,887,454
Total	1,432,791,374	1,768,831,181

	Shipments. 1927-28.	Shipments. 1926-27.
August	36,975,077	15,865,700
September	133,839,490	114,585,938
October	230,116,250	252,654,720
November	231,661,791	272,322,449
December	181,470,091	255,066,079
January	170,807,536	244,017,236
February	154,574,301	225,371,028
March	136,777,892	183,828,697
April	92,179,365	128,501,802
Total	1,368,401,793	1,692,213,649

	On hand end of month. 1927-28.	On hand end of month. 1926-27.
August	14,659,322	6,599,070
September	58,837,669	31,640,906
October	101,268,650	61,391,781
November	117,129,884	86,760,590
December	127,716,322	109,097,457
January	137,931,006	115,466,241
February	128,015,070	95,146,633
March	99,624,118	98,231,880
April	64,389,581	76,617,532

DISTRIBUTION CRUDE OIL HOLDINGS.

	Apr. 30, 1928. Lbs.
At mills	64,389,581
At refineries	5,128,444
In transit to refineries and consumers	13,853,325
Total	83,371,350

83,371,350 lbs. crude oil at 7¾ per cent refining loss, equals 76,910,070 lbs. refined oil, or 192,275 barrels.

CRUSH PER TON.

During April, 164,872 tons seed produced 56,944,828 lbs. crude oil, equivalent to 345.4 lbs., per ton, or 17.3 per cent, compared to 15.1 per cent last year.

Total, 4,516,244 tons seed produced 1,427,368,487 lbs. crude oil, equivalent to 316.0 lbs., per ton, or 15.8 per cent, compared to 14.9 per cent last year.

REFINED OIL.

	Pounds produced. 1927-28.	Pounds produced. 1926-27.
On hd. start of season	378,612,700	145,670,884
August	32,210,319	18,258,565
September	100,848,811	75,052,970
October	194,676,115	213,132,658
November	205,887,929	237,890,218
December	176,051,019	229,219,939
January	143,378,304	205,929,373
February	138,230,671	201,217,292
March	124,848,051	170,867,879
April	84,259,174	111,407,895
Total	1,579,003,093	1,608,647,673

	Delivered Consumers. 1927-28.	Delivered Consumers. 1926-27.
August	136,111,656	74,144,106
September	149,778,123	101,115,302
October	110,127,694	143,512,316
November	100,385,150	138,262,861
December	88,983,594	129,775,259
January	108,022,279	143,322,738
February	109,654,943	135,748,449
March	150,040,753	126,159,798
April	100,667,204	85,230,393
Total	1,062,771,396	1,077,271,222

	On hand end of month. 1927-28.	On hand end of month. 1926-27.
August	274,711,363	89,785,343
September	225,782,051	63,723,011
October	310,330,472	133,343,353
November	415,833,251	232,970,710
December	502,900,676	332,415,390
January	538,256,701	395,022,025
February	566,832,429	460,490,868
March	541,639,727	505,198,949
April	516,231,697	531,376,451

DISTRIBUTION REFINED OIL HOLDINGS.

	Aug. 1, 1927. Lbs.	Aug. 31, 1927. Lbs.
At refineries	358,009,083	255,479,911
At other places	9,784,634	6,448,808
In transit from refineries	10,818,983	12,782,644
Total	378,612,700	274,711,363

	Sept. 30, 1927. Lbs.	Oct. 31, 1927. Lbs.
At refineries	201,013,785	295,349,046
At other places	13,061,609	8,182,391
In transit from refineries	11,706,657	6,799,035
Total	225,782,051	310,330,472

	Nov. 30, 1927. Lbs.	Dec. 31, 1927. Lbs.
At refineries	403,161,157	488,701,928
At other places	6,735,064	7,188,368
In transit from refineries	5,937,030	7,010,380
Total	415,833,251	502,900,676

	Jan. 31, 1928. Lbs.	Feb. 29, 1928. Lbs.
At refineries	521,195,261	546,383,122
At other places	9,646,565	14,127,674
In transit from refineries	7,414,875	6,321,633
Total	538,256,701	566,832,429

	Mar. 31, 1928. Lbs.	Apr. 30, 1928. Lbs.
At refineries	522,498,825	498,880,967
At other places	13,131,213	13,468,376
In transit from refineries	6,009,689	3,882,354
Total	541,639,727	516,231,697

AVERAGE REFINING LOSS.

During April, 92,931,566 lbs. crude oil yielded 84,259,174 lbs. refined oil, 9.33 per cent loss, compared to 12.17 per cent loss last year.

SHIPMENTS OF REFINED OIL.

	Export pounds. 1927-28.	Export pounds. 1926-27.
August	864,825	160,062
September	708,909	397,218
October	528,163	1,335,008
November	979,252	1,659,872
December	655,158	3,621,813
January	806,866	3,033,090
February	1,126,982	2,589,998
March	1,307,676	1,838,958
April	Not available	1,554,064
Total	Not available	16,190,078

	Domestic pounds. 1927-28.	Domestic pounds. 1926-27.
August	135,246,831	73,975,044
September	149,069,214	100,718,084
October	109,599,531	142,177,313
November	99,405,898	136,602,989
December	88,328,436	126,153,446
January	107,215,413	140,289,648
February	108,527,961	133,167,451
March	148,733,077	124,320,840
April	Not available	83,676,329
Total	Not available	1,061,081,144

	Total pounds. 1927-28.	Total pounds. 1926-27.
August	136,111,656	74,144,106
September	149,778,123	101,115,302
October	110,127,694	143,512,316
November	100,385,150	138,262,861
December	88,983,594	129,775,259
January	108,022,279	143,322,738
February	109,654,943	135,748,449
March	150,040,753	126,159,798
April	109,667,204	85,230,393
Total	1,062,771,396	1,077,271,222

REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	Produced. 1927-28.	Produced. 1926-27.
Old crop stock	946,532	364,177
August	80,525	45,646
September	252,122	187,633
October	486,690	532,831
November	514,720	594,726
December	440,128	573,050
January	358,446	514,823
February	345,576	503,043
March	312,120	427,170
April	210,648	278,520
Total	3,947,507	4,021,619

	On hand. 1927-28.	On hand. 1926-27.
August	686,788	224,463
September	564,455	159,308
October	775,826	333,356
November	1,039,583	582,427
December	1,257,252	831,039
January	1,345,642	987,555
February	1,417,081	1,151,227
March	1,354,099	1,262,907
April	1,290,579	1,328,441

	1927-28.	1926-27.
Refined oil on hand	1,290,579	1,328,441
Seed on hand will produce	82,105	212,893
Crude oil on hand will produce	192,275	280,146
Seed still to be received will produce	62,601	89,067
Total	1,627,560	1,910,547
Less approximate carry over for end of season Aug. 1, 1928	800,000	*1,044,[illegible]
Available for coming three months	827,560	865,[illegible]
Monthly avg. cons. for first 9 months	*295,214	*290,2[illegible]
Monthly avg. cons. for last 3 months	†275,853	*288,554
Monthly avg. cons. for all 12 months	290,374	*288,579

* Actual. † Available.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Quieter—Market Barely Steady—Sentiment Mixed—Southern Weather More Favorable—Cash Trade Slow—Government Report Bearish—Lard Unsteady.

Operations in cotton oil futures on the New York Produce Exchange the past week were on a small scale, the result of the uncertain position of the new crop and owing to a disposition to await developments. The Interstate Cottonseed Crushers' convention served to take away some of the active operators, but the market was in a position where, in the main, the open interest on both sides saw little or nothing to increase commitments. At the same time they were sitting tight with their lines. Commission and wire house trade were on both sides, while ring operations were mixed. On the whole, trade was more or less featureless.

There was quite a little selling following the issuance of the Government report. This was bearishly construed in that April consumption was somewhat under the trade estimates. However, the dominating feature was the weather in the south, although the market did prove very sensitive to outside commodity fluctuations and swung back and forth over a fair range for the slightest reason whatsoever.

The irregular action was partly the result of the mixed sentiment that prevailed. With lard unsteady, the longs were none too comfortable. At the same time there was no important liquidation. The Government report indicated clearly that there would be no shortage of oil before new oil was available, but this feature has been known for a long while and failed to produce selling pressure at the moment.

Cash Trade Slow.

Cash trade was reported as very slow, and already predictions are heard that the May consumption will run considerably under that of April unless there is a material improvement in demand the balance of the month. However, the winter oil season is at hand, and a fairly good trade in that grade of oil is understood to be passing. At the same time, refiners report deliveries against old orders running at a pretty good pace, but the old crop situation is gradually giving way to the new crop outlook. There appears but little question but what the main price swings in oil from this time forward will come from the new cotton crop developments.

The western cotton belt received needed moisture this week. The extreme eastern belt was somewhat dried and more favorable, but in the central belt there were heavy and unfavorable rains which brought along crop complaints with them. As the entire belt had received a rather thorough wetting down of late, dry warm weather would appear to be most beneficial for the immediate future. As a whole the temperatures continue rather cool for this season of the year, and there is little questioning the fact that the new crop start is not a favorable one, although a few weeks of the proper weather ordinarily works wonders with the cotton plant.

The market for stearine in the east was rather weak and off ½c lb. or more to 11c for oleo which was taken as reflecting dullness in compound. The crude markets were extremely quiet, and while easier with the futures, were more or less nominal and quoted at 8¾c across the belt.

The warehouse stocks of cotton oil at New York were reduced from 30,000 bbls. to 17,200 bbls, the result of a check up, and from this time forward the warehouses will voluntarily report to the Exchange the quantity of oil in store twice a month.

Visible Stocks Smaller.

The Government report indicated an average crush of crude per ton of seed of about 316 lbs. and a refining loss of about 7½ per cent. The visible stocks of oil in all positions at the beginning of the month with three months of the old season to go, totaled 1,564,000 bbls. or 263,000 bbls. less than at this time last year. The April consumption was 274,000 bbls., compared with the private estimates of 300,000 to 325,000 bbls. and 213,000 bbls. in April last year. Should the consumption the next three months average 275,000 bbls. monthly there would be, after allowing for moderate seed receipts after May 1, a carryover into the new crop of about 800,000 bbls. The latter would be somewhat in excess of an ordinary carryover, but would be slightly less than the carryover last year, but ordinarily the inbetween season months in cottonoil are the heaviest consuming months of the year, and it has been past experience that when supplies are liberal during the inbetween season the distribution runs large.

The Chicago lard stocks increase was moderate the first half of May, totaling 81,417,000 lbs. against 84,094,000 lbs. the beginning of the month and 38,643,000 lbs. in mid-May last year. The U. S. cold storage holdings of lard at the beginning of May were 173,063,000 lbs. against 99,611,000 lbs. last year, and the five-year average of 107,409,000 lbs.

COTTONSEED OIL—Market transactions:

SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

New Orleans.

New Orleans, La., May 17, 1928.—The breaking of the drought in Texas and Western Oklahoma, with higher temperatures, has produced a more hopeful situation regarding the cotton crop. The market, however, for cotton oil futures and spots has ruled comparatively steady. Very little crude is offered in any direction; 8¾c bid, 9c asked. Bleachable is firm at 10⅛c loose New Orleans. Unfavorable weather conditions at any time or advancing lard would cause quick rally and higher prices for cotton oil. Texas crude and refined are very scarce and higher in proportion than oil in other locations, and as Texas is considered the largest source of supply, this is a condition well worth watching.

—

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., May 17, 1928.—Prime cottonseed delivered Dallas, nominal; prime crude oil 9c; 43 per cent cake and meal, f.o.b. Dallas, $59.50; hulls, $13.00; mill run linters, 4¾@6c. The market is very dull; weather fair.

Friday, May 11, 1928.

	Sales.	—Range— High.	Low.	—Closing— Bid.		Asked.
Spot	....	....	....	1070	a	....
May	1000	1055	1055	1070	a	1080
June	....	....	....	1070	a	1085
July	2100	1075	1050	1074	a	1075
Aug.	500	1073	1073	1092	a	1099
Sept.	2500	1100	1083	1104	a	1108
Oct	800	1107	1086	1108	a	1115
Nov.	....	....	....	1100	a	1110
Dec.	1100	1104	1080	1100	a	1104

Total Sales, including switches, 8,000 bbls. P. Crude S. E. 9c Bid.

Saturday, May 12, 1928.

	Sales.	—Range— High.	Low.	—Closing— Bid.		Asked.
Spot	....	....	....	1050	a	1075
May	....	....	....	1050	a	1060
June	....	....	....	1050	a	1065
July	800	1066	1053	1055	a	....
Aug.	700	1086	1073	1075	a	....
Sept.	1500	1097	1080	1083	a	....
Oct.	500	1089	1088	1088	a	....
Nov.	....	....	....	1076	a	1080
Dec.	....	....	....	1075	a	1085

Total Sales, including switches, 3,700 bbls. P. Crude S. E. Nom'l.

Monday, May 14, 1928.

	Sales.	—Range— High.	Low.	—Closing— Bid.		Asked.
Spot	....	....	....	1040	a	....
May	....	....	....	1040	a	1050
June	....	....	....	1040	a	1050
July	8100	1045	1037	1042	a	1041
Aug.	....	....	....	1062	a	1065
Sept.	5500	1075	1066	1073	a	1074
Oct.	1900	1080	1075	1080	a	....
Nov.	....	....	....	1072	a	1080
Dec.	....	....	....	1070	a	1075

Total Sales, including switches, 15,500 bbls. P. Crude S. E. 8¾ Nom'l.

Tuesday, May 15, 1928.

	Sales.	—Range— High.	Low.	—Closing— Bid.		Asked.
Spot	....	....	....	1040	a	1080
May	....	....	....	1040	a	1060
June	....	....	....	1045	a	1065
July	200	1051	1050	1050	a	1051
Aug.	500	1072	1065	1072	a	....
Sept.	2900	1084	1076	1083	a	1084
Oct.	1700	1090	1084	1089	a	1092
Nov.	....	....	....	1080	a	1090
Dec.	100	1080	1080	1078	a	1088

Total Sales, including switches, 5,400 bbls. P. Crude S. E. Unquoted.

Wednesday, May 16, 1928.

	Sales.	—Range— High.	Low.	—Closing— Bid.		Asked.
Spot	....	....	....	1030	a	1075
May	....	....	....	1030	a	1060
June	....	....	....	1035	a	1060
July	1300	1048	1047	1047	a	....
Aug.	....	....	....	1065	a	1070
Sept.	800	1083	1078	1078	a	....
Oct.	500	1090	1088	1082	a	1090
Nov.	....	....	....	1075	a	1083
Dec.	....	....	....	1073	a	1080

Total Sales, including switches, 2,600 bbls. P. Crude S. E. 8¾ Nom'l.

Thursday, May 17, 1928.

	Sales.	—Range— High.	Low.	—Closing— Bid.		Asked.
Spot	....	....	....	1040	a	....
May	....	....	....	1045	a	1075
June	....	....	....	1060	a	1075
July	....	1063	1046	1062	a	1064
Aug.	....	....	....	1080	a	1085
Sept.	....	1093	1080	1093	a	1094
Oct.	....	1098	1085	1098	a	....
Nov.	....	....	....	1088	a	1095
Dec.	....	....	....	1087	a	1093

See page 39 for later markets.

COCOANUT OIL—The market was rather quiet throughout the week and about steady but weaker. At New York, tanks were quoted at 8¾@8⅞c. At the Pacific coast, nearby tanks were quoted at 8¼ and futures at 8⅛c.

SOYA BEAN OIL—Offerings were light and the market firm, partly due to unsettlement in the eastern political situation. At New York, tanks were quoted at 10½c and barrels at 12¼c. At the Pacific coast, future tanks were quoted at 9¾c.

CORN OIL—Demand was moderate, but prices were very steadily held and the market quoted at 9@9¼c f.o.b. mills.

PALM OIL—A fair volume of interest continued from consumers. With spot supplies light the market continued to exhibit a strong undertone. Shipment offerings were moderate and firmly held. At New York, spot nigre was quoted at 7¾c; spot lagos, 8@8¼c; shipment nigre, 7¼c; shipment lagos, 7¾c.

PALM KERNEL OIL—With demand quiet and offerings a little freer, the market was fairly steady this week, with New York tanks quoted at 8½c and casks, 9c.

OLIVE OIL FOOTS—While no particular pressure was in evidence, the market was barely steady as demand was rather slow. At New York, spot foots were quoted at 10⅛@10⅜c; shipment foots, 9⅞c.

PEANUT OIL—Market nominal.

SESAME OIL—Market nominal.

COTTON OIL—Demand for store oil in the east was quiet, and prices were nominally quoted at ¼ to ⅜c over May. The store stocks of oil at New York were reduced to 17,200 bbls. The crude markets were quiet and more or less nominal and quoted at 8¾c.

COTTONSEED PRODUCTS CENSUS.

Cottonseed products manufactured and on hand at oil mills in the United States, by states, for the season of 1927-28 to April 30, are reported by the U. S. Department of Commerce as follows:

MANUFACTURED AUG. 1 TO APRIL 30.

	Crude oil (Lbs.)	Cake and meal (Tons.)	Hulls (Tons.)	Linters (Run. bales.)
U. S.	1,427,368,487	2,029,525	1,280,220	847,426
Ala.	92,571,426	129,593	85,056	49,671
Ariz.	13,695,951	19,176	12,137	5,902
Ark.	99,751,447	123,319	93,722	58,694
Calif.	15,634,024	26,495	9,298	9,875
Ga.	144,163,416	194,594	123,683	79,413
La.	52,222,955	70,909	46,965	32,077
Miss.	169,956,044	215,893	149,272	91,898
N. C.	99,262,457	138,061	77,027	51,252
Okla.	113,973,762	176,413	99,709	67,252
S. C.	66,267,040	95,340	50,139	41,116
Tenn.	83,252,025	104,203	79,542	54,251
Tex.	453,836,012	704,035	431,125	291,170
Other	22,781,928	31,494	22,545	15,265

ON HAND AT OIL MILLS APRIL 30.

	Crude oil (Lbs.)	Cake and meal (Tons.)	Hulls (Tons.)	Linters (Run. bales.)
U. S.	64,389,581	84,870	86,017	111,063
Ala.	2,259,230	5,772	4,854	6,081
Ariz.	8,440	423	341	589
Ark.	8,811,740	4,568	3,172	13,367
Calif.	560,663	4,612	4,517	1,790
Ga.	2,793,223	10,767	8,020	7,885
La.	241,376	1,531	1,164	1,731
Miss.	12,285,387	5,741	2,752	11,098
N. C.	1,027,210	9,627	5,992	5,980
Okla.	12,964,065	4,831	3,325	13,489
S. C.	1,133,619	9,136	7,951	6,315
Tenn.	1,483,341	2,132	8,543	5,309
Tex.	19,660,428	25,142	34,498	34,862
Other	1,160,859	588	888	1,967

HULL OIL MARKET.

Hull, England, May 16, 1928.—(By Cable.)—Refined cottonseed oil, 37s; crude cottonseed oil, 33s.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hogs products scored a good recovery the latter part of the week on commission house buying, more moderate hog arrivals and grain firmness, but realizing, with renewed packer selling, halted the advance in lard.

Cottonseed Oil.

Sentiment was very mixed in Cotton oil. The market steadied with better outside markets, more range in the south, increasing weevel complaints and scattered buying and covering, but wire house liquidation checked bulges. Crude oil is dull and nominal. Cash oil trade is slow.

Quotations on cottonseed oil at New York Friday noon were: May, $10.30@10.60; June $10.55; July, $10.52@10.56; Aug. $10.70@10.80; Sept. $10.83@10.88; Oct. $10.90; Nov. $10.80@10.90; Dec. $10.75@10.85.

Tallow.

It is reported outside stuff sold at 8⅝c f.o.b. for extra; 8½c asked.

Stearine.

Oleo stearine, 11¾c asked.

FRIDAY'S GENERAL MARKETS.

New York, May 18, 1928.—Spot lard at New York:

Prime western, $12.60@12.70; middle western, $12.45@12.55; city, $11.34; refined Continent, $13.00; South American, $14.00; Brazil kegs, $15.00; compound $12.50.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine beef exports this week up to May 17, 1928, show exports from that country were as follows:

To England, 29,040 quarters; to the continent, 981 quarters; others, none.

Exports for the previous week were as follows: To England, 152,303 quarters; to the Continent, 4,660; others, none.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended May 10, 1928:

May	4	5	7	8	9	10
Chicago	43	43	43½	43¾	43¼	43
New York	44½	44½	44½	44½	44½	44½
Boston	45½	45½	45½	45½	45½	45½
Philadelphia	45½	45½	45½	45½	45½	45½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

43	43	43¼	43½	43	42¾

Receipts of butter by cities (tubs).

	This week.	Last week.	Last year.	—Since Jan. 1— 1928.	1927.
Chicago.	35,524	35,432	46,474	1,016,830	1,047,875
N. Y. ..	52,902	50,559	61,642	1,151,024	1,182,380
Boston..	21,348	21,262	23,499	384,649	377,991
Phila. ..	17,542	18,247	22,442	381,720	378,110
	127,316	125,500	154,057	2,934,223	2,986,356

Cold storage movement (lbs.):

	In May 10.	Out May 10.	On hand May 11.	Same week-day last year.
Chicago	36,497	48,611	456,194	1,454,843
New York	22,300	60,146	646,767	688,012
Boston	6,072	14,342	220,113	145,621
Phila.	4,380	....	255,487	286,564
	69,249	123,099	1,578,561	2,575,040

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending May 12, 1928, with comparisons, as follows:

Western drsd. meats:	Week ending May 12.	Prev. week.	Cor. week, 1927.
Steers, carcasses	8,070	7,041	6,824½
Cows, carcasses	416	443	531
Bulls, carcasses	102	120	87
Veals, carcasses	8,714	11,124	12,795
Lambs, carcasses	17,638	18,151	21,477
Mutton, carcasses	4,329	3,623	3,419
Beef cuts, lbs.	187,204	208,646	370,780
Pork cuts, lbs.	1,444,480	1,079,569	1,500,818
Local slaughters:			
Cattle	10,027	10,019	10,257
Calves	15,369	16,743	16,520
Hogs	45,208	48,840	48,859
Sheep	40,496	42,202	39,307

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended May 12, 1928, with comparisons, were as follows:

Western dressed meats:	Week ending May 12.	Prev. week.	Cor. week. 1927.
Steers, carcasses	2,382	2,026	2,436
Cows, carcasses	1,033	1,211	1,131
Bulls, carcasses	305	344	505
Veals, carcasses	2,216	2,327	2,460
Lambs, carcasses	8,743	8,458	10,882
Mutton, carcasses	2,032	1,540	1,741
Pork, lbs.	478,034	462,247	356,907
Local slaughters:			
Cattle	1,930	2,029	2,081
Calves	2,789	3,066	3,442
Hogs	15,037	18,537	19,001
Sheep	4,391	3,903	4,532

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended May 12, 1928, with comparisons are officially reported as follows:

Western dressed meats:	Week ending May 12.	Prev. week.	Cor. week. 1927.
Steers, carcasses	2,590	2,720	3,012
Cows, carcasses	1,401	1,436	2,429
Bulls, carcasses	54	26	83
Veals, carcasses	1,640	1,620	2,345
Lambs, carcasses	11,392	12,300	9,824
Mutton, carcasses	799	711	535
Pork, lbs.	521,835	357,190	419,470
Local slaughters:			
Cattle	1,536	1,366	1,079
Calves	2,849	2,768	3,385
Hogs	12,141	9,012	16,071
Sheep	2,427	3,588	3,653

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first four months of 1928, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS
(A) (1) PRODUCED.

	1928. Pounds.	1927. Pounds.
January	190,557,000	148,790,000
February	217,354,000	120,492,000
March	194,583,000	129,334,000
April	Not available	125,723,000
Total	Not available	524,339,000

CONSUMED.

(B) (2) EXPORTS.

	1928. Pounds.	1927. Pounds.
January	72,753,603	61,395,426
February	82,448,331	51,618,642
March	83,458,813	54,814,378
April	Not available	69,991,408
Total	Not available	237,819,854

(C) DOMESTIC.

	1928. Pounds.	1927. Pounds.
January	88,651,397	67,810,574
February	97,830,669	61,346,358
March	67,431,187	59,553,622
April	Not available	48,189,592
Total	Not available	236,900,146

TOTAL.

	1928. Pounds.	1927. Pounds.
January	161,405,000	129,206,000
February	180,279,000	112,965,000
March	150,890,000	114,368,000
April	Not available	118,181,000
Total	Not available	474,720,000

(D) STOCKS HELD END OF MONTH.

	1928. Pounds.	1927. Pounds.
On hand beginn'g of year	54,855,000	49,992,000
January	84,007,000	69,576,000
February	121,082,000	77,103,000
March	164,775,000	92,069,000
April	Not available	99,611,000

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(1) Source: U. S. Bureau of Agricultural Economics.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce.

LARD AND GREASE EXPORTS.

Exports of lard from New York, May 1, 1928, to May 16, 1928, 20,648,463 lbs.; tallow none; grease, 938,000 lbs.; stearine, none.

FEBRUARY BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughter under federal inspection during February, 1928, are reported, with comparisons, by the U. S. Department of Agriculture, as follows:

Class	Average wt. per animal: Feb. 1, 1927, to Jan. 31, 1928	Feb., 1928	Per cent of live weight: Feb. 1, 1927, to Jan. 31, 1928	Feb., 1928	Production: Feb. 1, 1927, to Jan. 31, 1928	Feb. 5-yr. avg.	Feb., 1927	Feb., 1928	Per cent Feb., 1928, is of avg.
	Lbs.	Lbs.	P.ct.	P.ct.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	P.ct.
Edible beef fat[1]	34.98	37.79	3.71	3.99	327,916	26,341	27,584	24,966	94.78
Edible beef offal	28.61	29.86	3.03	3.15	267,805	19,225	20,976	19,727	102.61
Cattle hides	64.60	64.47	6.84	6.80	609,962	44,450	46,823	42,942	96.61
Edible calf fat[1]	1.35	1.59	0.77	0.95	6,552	416	496	593	142.55
Edible calf offal	6.64	6.88	3.77	3.83	32,181	2,316	2,465	2,378	102.68
Lard[2]	35.86	37.71	15.40	16.33	1,592,712	151,254	119,715	217,354	143.70
Edible hog offal	6.36	6.16	2.73	2.67	283,153	21,438	21,616	35,505	165.62
Pork trimmings	13.19	11.81	5.65	5.12	589,458	43,469	43,536	68,071	156.60
Inedible hog grease[2]	2.84	2.69	1.22	1.17	126,805	12,277	9,607	15,548	126.64
Sheep edible fat[1]	2.18	2.47	2.59	2.73	27,389	2,405	2,571	2,587	107.57
Sheep edible offal	1.99	2.13	2.43	2.36	25,752	1,686	2,059	2,231	132.33

[1] Unrendered. [2] Rendered.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., May 17, 1928.

CATTLE—Compared with week ago, fed steers steady to 25c lower; light steers and yearlings steady to 25c higher; she stock and bulls, fully 25c up, both classes at new high for season; vealers, $1.00@1.50 higher; extreme top fed steers, $15.00; long yearlings $14.75; mixed yearlings, $14.50; heifer yearlings, up to $14.00; lower grades all classes in broader demand than better grades, an exception being good to choice light steers and yearlings. All grades heavies fluctuated more than comparable grade light offerings; bulk well finished steers arrive from Nebraska; she stock supply slimmest in years. Choice heavy cows, up to $12.25 and better; bulk fat offerings, $8.75@11.00; cutters, $6.50@7.75; few strongweight cutters, up to $8.00 and better; heavy sausage bulls reached $9.65; light vealers closed at $13.00@14.00, shipper kinds, $15.00@16.00.

HOGS—Pronounced increase in receipts in comparison with both last week and a year ago responsible for consistent price losses the first half of the week; sharp reaction at the close coincident with reduction in supplies. Compared with week ago better grade hogs mostly 10@35c lower; packing sows, steady; pigs, 25c higher. Quality of receipts was better than recently, choice hogs of all weights showing most price loss. Shipping demand narrow, consequently relatively narrow price range in hogs scaling 180 lbs. and up and sharp price discrimination against lighter weights. Today's top $9.95 in comparison with $10.30 week ago; today's bulk of better grade 170 to 300 lb. hogs, $9.50@9.85; good and choice, 140 to 160 lb. averages, $8.50@9.50; pigs, largely $7.25@8.25; packing sows, $8.60@9.00.

SHEEP—Receipt figures during the week were not enough changed to materially affect prices on most bovine classes. In fact, better grades of all slaughter classes enjoyed a uniform trade and dependable action. Lower grades, however, were undependable, draggy and weak to lower prices were uncovered. The demand for clipped lambs shifted slightly to the advantage of finished 85 to 96 lb. offerings and yearlings shared in a 15@25c higher market. Thus the scarcity of kinds suitable for cutting to a large extent eliminated the discrimination against weight of recent weeks. Yearlings increased in numbers while aged sheep dropped off. However, the sheep trade is still on the lookout for any increased movement of southern supplies.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., May 17, 1928.

CATTLE—Better grades fed steers scaling 1,200 pounds and up closed at weak to 25c lower prices, while other killing classes ruled strong to 25c higher for the week. Vealers and calves held steady; long yearlings scored the week's top at $14.50, and the bulk of the fed offerings cleared from $11.75@13.50, fat cows sold largely from $8.25@10.00, and the closing top on veals rested at $14.00.

HOGS—Trade in hogs for the week ruled very uneven. Prices were lowered materially the first three days, but a substantial reaction on Thursday's session left prices on a mostly 10@15c lower basis than a week previous. Light lights were under pressure and closed at 25@40c lower levels. Packing grades held steady.

SHEEP—Shorn lambs were in fairly broad demand and closed at strong prices, while springers are weak to 25c under a weak ago. Best clipped lambs sold at $15.25, with the bulk at $14.25@15.00. Most of the spring lambs cashed from $17.00@17.60, with choice Arizonas at $17.75. Mature class dull at 50@75c lower prices. Shorn ewes made $8.50 on Monday, but at the close $8.00 took the best offered. Aged wethers ranged from $8.25@9.00, while two-year-olds brought $10.40@11.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., May 17, 1928.

CATTLE—Lighter receipts and breadth to the demand from all quarters resulted in an upward trend to prices on practically all killing classes. Weighty steers and medium weights closed the week strong to 25c higher,

while yearlings and light steers advanced 25@40c. She stock advanced 25@50c, with light heifers up most. Bulls held about steady, and veals registered an upturn of 50c@$1.00. Yearlings, averaging 970 lbs. earned $14.25; weighty steers, 1,433 lbs., $14.10; 954 lb. mixed yearlings, $14.00. Heifers reached $13.25 and weighty cows $12.25. Practical top veals, $14.00.

HOGS—An uneven release featured the hog trade, lower prices governing the forepart of the period, with the close strong, with all early declines regained. The irregularity was traceable to uneven distribution of supplies in the aggregate throughout the period. Top, $9.60. Discrimination has been noted on light lights, and these show an uneven loss. Sales at the close, 130-150 lb. averages, $7.00@7.75.

SHEEP—A two-way market developed in the fat lamb trade, depression featuring the deal on spring lambs the fore part of the week, under liberal marketing. Clipped lambs showed only a minor change, while Wednesday and Thursday prices developed strength and spring lambs are strong with a week ago, with fed clipped lambs 35@50c higher. Sheep have been a slow sale throughout the period and are 25@50c lower. At the close, California spring lambs turned $17.75@18.00; fed clipped lambs, $15.85; best shorn ewes, $8.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., May 17, 1928.

CATTLE—Compared with one week ago, steers sold steady to strong and mixed yearlings and heifers strong to 25c higher; cows 15@25c lower; all cutters and good and choice vealers, steady; medium bulls, 10@15c higher. Tops for week: 1,012 lb. yearlings, $14.75; 1,367 lb. matured steers, $14.25; 678 lb. heifers and 766 lb. mixed yearlings, $13.60.

HOGS—The hog market has been decidedly unsettled, with sharp daily fluctuations but comparatively little change for the week. The general butcher hog market is 10@15c lower; packing sows, about 10c higher; light lights and pigs, practically unchanged. Top $9.95.

SHEEP—Scant supplies resulted in an unchanged market for lambs, but ewe prices are 50c off for the week. Receipts mostly clipped lambs of just medium to good grade. Two loads up to $15.75, the top. Spring lambs, $17.00@17.50 to packers, $18.00 to outsiders; fat ewes, $7.00@8.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., May 17, 1928.

CATTLE—Weighty beef steers recovered steady prices, but lightweights and yearlings finished strong to 25c higher. Light heifers gained fully 25c and other she stock proved steady to 25c higher. Bulls advanced mostly 25c, and vealers held steady. Light and medium weight beeves reached $14.00; mixed yearlings and slaughter heifers scored $13.35; veals topped at $13.00.

HOGS—Butcher values made sharp recoveries on late rounds after a series of declines and ruled mostly 10c lower, with the top at $9.60 for 230 lb. weights. Packing sows were steady and ranged from $8.25@8.75.

SHEEP—Lambs and yearlings gained mostly 25c, while aged stock showed 25c reductions. Springers topped at $17.90 late; woolskins, up to $17.25; best clippers, $15.50; shorn ewes, $8.25 down.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended May 12, 1928.

CATTLE.

	Week ending May 12.	Prev. week.	Cor. week, 1927.
Chicago	22,161	27,332	27,906
Kansas City	18,488	22,197	24,348
Omaha	19,936	25,910	21,499
St. Louis	7,731	9,272	11,401
St. Joseph	9,022	8,996	9,898
Sioux City	8,399	10,610	8,698
Wichita	1,648	1,964	....
Fort Worth	4,242	5,090	7,623
Philadelphia	1,930	2,029	2,081
Indianapolis	1,631	1,510	4,683
Boston	1,536	1,336	1,079
New York & Jersey City	10,027	10,019	10,257
Oklahoma City	2,092	3,588	3,328
Cincinnati	2,457	3,095	....
Total	111,300	133,978	132,801

HOGS.

	Week ending May 12.	Prev. week.	Cor. week, 1927.
Chicago	98,600	122,800	126,800
Kansas City	41,777	33,022	43,113
Omaha	43,139	38,353	40,979
East St. Louis	28,578	33,443	47,760
St. Joseph	24,695	20,923	24,885
Sioux City	52,851	28,125	27,497
Wichita	10,399	8,564	....
Fort Worth	11,493	10,146	7,018
Philadelphia	15,037	18,537	19,001
Indianapolis	10,166	14,658	34,357
Boston	12,141	9,012	16,071
New York & Jersey City	45,208	48,840	45,859
Oklahoma City	9,992	9,732	7,596
Cincinnati	16,591	13,622	....
Total	420,667	409,777	440,936

SHEEP.

	Week ending May 12.	Prev. week.	Cor. week, 1927.
Chicago	53,403	44,556	56,639
Kansas City	26,079	30,456	29,015
Omaha	30,115	31,976	30,304
East St. Louis	5,407	4,540	9,064
St. Joseph	23,757	28,861	21,929
Sioux City	2,827	3,711	2,539
Wichita	1,286	1,282	....
Fort Worth	10,353	7,950	16,103
Philadelphia	4,391	3,903	4,532
Indianapolis	338	336	696
Boston	2,427	3,588	3,653
New York & Jersey City	40,496	42,202	39,307
Oklahoma City	542	150	392
Cincinnati	510	869	....
Total	201,931	204,380	214,173

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., May 16, 1928.

CATTLE—Some weakness in the fed steer and yearling trade on opening days this week placed most of these on a 10@25c lower basis. Several loads have been included good enough to cash at $13.00@13.50, with the bulk at $11.75@12.50 and shorter fed kinds from $11.50 down to $11.00 or below. Some of the inbetween and better grade fat cows are showing a little weakness, with other cows and heifers little changed. Most weighty bulls cashed at $8.00@8.25; best sausage bulls, around $8.50. Vealers are steady to 50c higher than last Wednesday; bulk today, $13.50.

HOGS—Hogs have declined since a week ago. Bulk of 170 to 225 lb. averages today, $9.25; a few, $9.35; heavier butchers, down to around $9.00; bulk of packing sows, $8.00; most pigs $7.75.

SHEEP—A few native spring lambs sold up to $17.50; good to choice shorn lambs, $14.00@15.50; top wooled ewes, $9.00; top shorn ewes, $8.00.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at the principal markets of the country for the week ending May 12, and comparative periods follow:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ending May 12	205,000	572,000	264,000
Week ago	254,000	590,000	289,000
1927	235,000	621,000	255,000
1926	234,000	505,000	227,000
1925	244,000	585,000	281,000
1924	257,000	719,000	209,000

At 11 markets:

	Hogs.
Week ending May 12	480,000
Previous week	501,000
1927	545,000
1926	434,000
1925	515,000
1924	628,000

At 7 markets:

	*Cattle.	Hogs.	Sheep
Week ending May 12	146,000	428,000	200,000
Previous week	179,000	424,000	205,000
1927	175,000	455,000	183,000
1926	171,000	365,000	174,000
1925	179,000	445,000	210,000
1924	194,000	507,000	149,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

RECEIPTS AT CENTERS

SATURDAY, MAY 12, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	300	3,500	1,200
Kansas City	100	1,500	2,000
Omaha	150	3,500	950
St. Louis	250	3,000	....
St. Joseph	500	2,000	1,000
Sioux City	700	4,000	100
St. Paul	100	700	....
Oklahoma City	500	600	....
Fort Worth	400	500	500
Denver	400	1,100	2,500
Louisville	100	400	....
Wichita	700	800	....
Indianapolis	100	2,500	400
Pittsburgh	100	800	300
Cincinnati	200	1,000	....
Buffalo	200	800	300
Cleveland	100	200	....
Nashville, Tenn.	100	200	....
Toronto	100	100	....

MONDAY, MAY 14, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	18,000	45,000	23,000
Kansas City	10,000	12,000	12,000
Omaha	7,500	14,000	13,000
St. Louis	2,500	13,500	1,400
St. Joseph	2,500	6,600	5,500
Sioux City	4,500	12,500	500
St. Paul	4,000	10,400	600
Oklahoma City	800	1,600	....
Fort Worth	3,500	3,000	2,500
Milwaukee	300	300	100
Denver	1,600	2,500	3,200
Louisville	2,100	2,400	300
Wichita	1,600	4,300	300
Indianapolis	500	4,000	100
Pittsburgh	900	4,000	2,500
Cincinnati	900	5,200	500
Buffalo	2,300	9,800	6,400
Cleveland	600	4,200	1,600
Nashville, Tenn.	900	1,100	200
Toronto	4,000	600	300

TUESDAY, MAY 15, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,500	23,000	15,000
Kansas City	8,000	15,000	8,000
Omaha	7,000	11,000	11,500
St. Louis	4,500	19,500	2,500
St. Joseph	2,500	5,500	5,000
Sioux City	2,500	7,500	500
St. Paul	2,000	6,500	500
Oklahoma City	600	1,600	....
Fort Worth	2,500	1,500	2,500
Milwaukee	700	3,000	100
Denver	500	400	1,500
Louisville	300	800	....
Wichita	400	4,000	200
Indianapolis	1,300	7,000	200
Pittsburgh	100	600	....
Cincinnati	300	4,100	200
Buffalo	300	1,000	200
Cleveland	300	2,400	800
Nashville, Tenn.	200	700	....
Toronto	500	900	300

WEDNESDAY, MAY 9, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	23,000	12,000
Kansas City	5,000	11,000	11,000
Omaha	4,500	7,500	8,000
St. Louis	2,500	15,000	1,000
St. Joseph	2,000	5,500	2,000
Sioux City	2,500	8,000	500
St. Paul	2,500	16,000	500
Oklahoma City	1,000	2,200	....
Fort Worth	1,000	1,500	1,000
Milwaukee	400	1,500	100
Denver	600	900	100
Louisville	200	900	....
Wichita	300	4,100	200
Indianapolis	1,600	8,000	200
Pittsburgh	100	1,700	600
Cincinnati	300	2,700	300
Buffalo	100	1,800	300
Cleveland	200	2,500	1,000
Nashville, Tenn.	100	500	....
Toronto	100	700	200

THURSDAY, MAY 17, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	22,000	12,000
Kansas City	1,500	4,000	6,000
Omaha	3,500	7,000	7,000
St. Louis	2,000	11,000	1,800
St. Joseph	1,400	3,500	2,000
Sioux City	2,000	7,500	1,000
St. Paul	1,600	5,000	200
Oklahoma City	300	900	....
Fort Worth	1,800	2,500	1,000
Milwaukee	700	2,000	100
Denver	1,800	1,800	1,000
Louisville	100	900	600
Wichita	400	3,000	300
Indianapolis	400	4,500	200
Pittsburgh	100	1,500	300
Cincinnati	400	3,000	300
Buffalo	200	1,000	600
Cleveland	200	2,000	700
Nashville, Tenn.	100	600	400
Toronto	500	300	500

FRIDAY, MAY 18, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	12,000	11,000
Kansas City	300	3,000	500
Omaha	1,000	7,500	8,700
St. Louis	600	7,000	800
St. Joseph	1,300	4,500	3,000
Sioux City	700	6,500	300
St. Paul	1,200	4,000	100
Oklahoma City	800	1,400	....
Fort Worth	2,200	1,300	1,500
Milwaukee	200	500	100
Denver	200	500	700
Wichita	300	1,600	100
Indianapolis	400	5,000	200
Pittsburgh	....	1,200	400
Cincinnati	300	1,900	500
Buffalo	200	3,400	1,400
Cleveland	100	900	400

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, May 17, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.	$9.25@ 9.75	$9.25@ 9.90	$8.90@ 9.45	$8.75@ 9.50	$9.00@ 9.50
Med. wt. (200-250 lbs.) med-ch.	9.35@ 9.95	9.65@ 9.95	9.20@ 9.60	9.00@ 9.60	9.00@ 9.50
Lt. wt. (160-200 lbs.) com-ch.	8.40@ 9.95	9.50@ 9.95	8.50@ 9.60	8.85@ 9.55	8.50@ 9.50
Lt. lt. (130-160 lbs.) com-ch.	7.40@ 9.50	7.25@ 9.75	7.25@ 9.00	7.65@ 9.15	7.75@ 9.25
Packing sows, smooth and rough.	8.50@ 9.10	8.00@ 8.75	8.00@ 8.75	7.60@ 8.75	7.75@ 8.50
Sltr. pigs (130 lbs down), med-ch.	7.00@ 8.50	6.00@ 8.25	....	6.75@ 7.85	7.50@ 8.00
Av. cost and wt., Wed. (pigs excl.)	9.45-237 lb.	9.32-211 lb.	9.13-248 lb.	9.16-234 lb.	8.97-226 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	13.25@14.90	....	13.00@14.25	12.75@14.00	....
STEERS (1,300-1,500 LBS.):					
Choice	14.00@15.00	14.25@14.75	13.50@14.50	13.25@14.00	13.00@14.00
Good	13.25@14.25	13.00@14.25	12.85@13.50	12.50@13.25	12.10@13.00
STEERS (1,100-1,300 LBS.):					
Choice	14.00@15.00	14.25@14.75	13.50@14.50	13.25@14.25	13.00@14.00
Good	13.25@14.25	13.00@14.25	12.85@13.50	12.50@13.50	12.10@13.00
STEERS (950-1,100 LBS.):					
Choice	14.10@15.00	14.00@14.75	13.50@14.50	13.50@14.50	13.00@14.00
Good	13.00@14.25	13.00@14.00	12.85@13.50	12.50@13.50	11.85@13.00
STEERS (800 LBS. UP):					
Medium	11.25@13.25	11.25@13.00	11.00@13.00	11.25@12.50	10.25@12.25
Common	10.00@11.25	9.50@11.25	8.75@11.00	8.75@11.25	8.25@10.25
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	13.75@14.50	13.75@14.50	13.40@14.25	13.25@14.25	12.75@13.50
Good	12.75@13.75	12.75@13.75	12.35@13.40	12.25@13.50	11.75@12.75
HEIFERS (850 LBS. DOWN):					
Choice	13.50@14.00	13.50@14.00	12.50@13.50	12.50@13.50	12.00@13.25
Good	12.50@13.50	12.50@13.50	11.50@12.50	11.50@12.75	11.25@12.00
Common-med.	8.75@12.50	9.50@12.50	8.50@11.50	8.00@11.75	8.00@11.25
HEIFERS (850 LBS. UP):					
Choice	12.25@13.50	11.75@13.25	11.50@12.75	11.50@13.00	11.25@12.75
Good	10.75@13.00	11.25@12.50	10.75@12.00	10.75@12.25	10.25@11.75
Medium	9.50@12.50	10.00@11.25	8.75@11.25	8.50@11.25	8.50@11.00
COWS:					
Choice	11.50@12.25	10.75@11.50	11.00@12.00	10.25@11.25	10.50@11.50
Good	9.25@11.50	9.75@10.75	9.25@11.00	9.00@10.25	9.00@10.50
Common-med.	7.90@ 9.25	8.00@ 9.75	7.75@ 9.25	7.25@ 9.00	7.25@ 9.00
Low cutter and cutter	6.25@ 7.90	5.00@ 8.00	6.00@ 7.75	5.25@ 7.25	5.50@ 7.25
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	9.35@10.75	9.00@10.50	8.75@ 9.75	9.00@ 9.50	8.50@ 9.75
Cutter-med.	7.75@ 9.65	7.25@ 9.50	7.50@ 8.75	6.75@ 9.00	6.25@ 8.75
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@11.50	9.00@12.50	10.00@12.50	8.00@12.00	8.50@11.00
Cull-common	7.00@ 9.00	6.00@ 9.00	6.50@10.00	6.00@ 8.00	6.50@ 8.50
VEALERS (MILK-FED):					
Good-ch.	12.50@16.00	15.00 only	12.00@14.00	10.50@14.00	12.00@14.50
Medium	11.00@12.50	11.25@15.00	9.50@12.00	8.00@10.50	10.00@12.00
Cull-common	8.00@11.00	6.00@11.25	7.00@ 9.50	6.00@ 8.00	6.50@10.00
SPRING LAMBS:					
Good-ch.	17.25@18.25	17.00@18.00	17.00@18.00	16.25@17.75	....
Medium	15.75@17.25	15.50@17.00	15.50@17.00	15.00@16.25	....
Cull-com.	13.25@15.75	12.00@15.50	13.00@15.50	12.00@15.00	....
Lambs (84 lbs. down) good-ch.	15.25@16.65	15.00@16.00	15.00@16.00	14.00@15.25	14.75@15.75
Lambs (92 lbs. down) medium	13.75@15.25	13.75@15.00	14.25@15.00	13.00@14.00	13.75@14.75
Lambs (all weights) cull-common	11.50@13.75	10.50@13.75	11.75@14.25	11.00@13.00	10.75@13.75
Yearling wethers (110 lbs. down) medium-choice	11.50@15.25	11.25@14.25	11.25@14.25	11.00@13.50	....
Ewes (120 lbs. down) med-ch.	7.25@ 9.00	6.00@ 8.00	6.50@ 8.25	6.00@ 8.00	6.50@ 8.00
Ewes (120-150 lbs.) medium-ch.	6.25@ 8.75	5.50@ 7.75	6.00@ 8.00	5.75@ 7.75	6.25@ 8.00
Ewes (all weights) cull-common.	2.00@ 7.25	2.00@ 6.00	1.25@ 6.50	1.50@ 6.00	1.50@ 6.50

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending May 10, 1928, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended May 10.	Prev. week.	Same week, 1927.
Toronto	$11.35	$10.50	$ 9.50
Montreal	10.50	10.50	9.00
Winnipeg	10.00	10.50	10.00
Calgary	9.75	10.00	10.25
Edmonton	9.50	9.75	10.00
Pr. Albert	9.50	9.50	7.50
Moose Jaw	9.50	9.50	9.00

VEAL CALVES.

Toronto	$15.00	$15.00	$12.50
Montreal	10.50	11.00	7.50
Winnipeg	14.00	13.00	12.00
Calgary	13.00	12.50	10.50
Edmonton	14.00	14.00	12.00
Pr. Albert	10.00	9.00	8.00
Moose Jaw	13.00	14.00	8.50

SELECT BACON HOGS.

Toronto	$10.65	$10.75	$10.75
Montreal	10.50	10.75	11.25
Winnipeg	10.35	10.35	10.35
Calgary	10.25	10.25	10.25
Edmonton	10.25	10.35	10.25
Pr. Albert	10.25	10.50	9.75
Moose Jaw	10.15	10.40	10.25

GOOD LAMBS.

Toronto	$15.00	$15.50	$14.50
Montreal	13.00	10.00	10.00
Winnipeg	14.00	14.00	12.00
Calgary	13.00	......	......
Edmonton	......	......	......
Pr. Albert	......	......	10.50
Moose Jaw	13.00	12.75	12.00

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended May 12, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,033	8,279	4,357	13,617
New York	950	4,486	18,866	8,145
Central Union	2,786	1,261	411	13,792
Total	7,769	14,026	23,634	36,554
Previous week	9,324	15,765	28,097	37,501
Two weeks ago	8,719	16,806	29,119	36,948

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending May 12, 1928, were 5,569 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, May 12, 1928, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,948	5,639	5,700	24,507
Swift & Co.	5,690	4,031	7,400	19,164
Morris & Co.	2,524	516	8,100	2,284
Wilson & Co.	4,615	2,881	7,900	7,448
Anglo-Amer. Prov. Co.	1,215	....	2,900	....
G. H. Hammond Co.	1,622	....	3,500	....
Libby, McNeill & Libby	547	....	....	....

Brennan Packing Co., 6,900 hogs; Miller & Hart, 4,300 hogs; Independent Packing Co., 2,800 hogs; Boyd, Lunham & Co., 3,600 hogs; Western Packing & Provision Co., 10,000 hogs; Roberts & Oake, 6,900 hogs; Agar Pkg. Co., 4,100 hogs; others, 24,500 hogs.

Totals: Cattle, 22,161; Calves, 13,067; Hogs, 98,600; Sheep, 53,403.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,424	799	7,885	3,651
Cudahy Pkg. Co.	2,059	631	5,249	6,451
Fowler Pkg. Co.	512	....	....	....
Morris & Co.	2,345	486	3,557	3,527
Swift & Co.	3,153	809	16,341	7,335
Wilson & Co.	3,642	821	7,304	5,061
Local Butchers	722	85	1,441	54
Total	14,857	3,631	41,777	26,079

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	5,428	11,874	6,742
Cudahy Pkg. Co.	4,890	10,819	8,805
Dold Pkg. Co.	2,042	7,905	....
Morris & Co.	2,569	4,631	4,100
Swift & Co.	5,576	8,859	11,219
Eagle Pkg. Co.	20	....	....
Hoffman Bros.	51	....	....
Mayerowich & Vail	6	....	....
Omaha Pkg. Co.	43	....	....
J. Rife Pkg. Co.	24	....	....
J. Roth & Sons	127	....	....
So. Omaha Pkg. Co.	90	....	....
Lincoln Pkg. Co.	324	....	....
John Morrell & Co.	113	....	....
Nagle Pkg. Co.	315	....	....
T. M. Sinclair & Co.	253	....	....
Wilson & Co.	752	....	....
Other Buyers	....	24,310	....
Total	22,623	68,398	30,866

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,318	958	4,500	1,490
Swift & Co.	1,903	2,618	6,524	1,778
Morris & Co.	921	581	1,878	434
East Side P. Co.	1,042	34	4,754	....
American P. Co.	13	54	696	70
All Others	2,534	1,445	10,226	2,635
Total	7,731	5,690	28,578	6,407

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,016	732	12,338	17,374
Armour & Co.	2,936	539	8,350	3,599
Morris & Co.	1,473	209	3,771	2,784
Others	1,812	11	6,426	2,921
Total	9,237	1,491	30,885	26,678

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,710	126	11,674	844
Armour & Co.	2,804	134	10,264	449
Swift & Co.	2,005	160	5,980	545
Smith Bros.	53	32	....	....
Local Butchers	95	31	....	....
Order Buyers	2,455	81	25,330	....
Total	10,122	564	53,248	1,838

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	724	617	4,878	258
Wilson & Co.	1,205	285	4,756	284
Others	71	....	358	....
Total	2,000	902	9,992	542

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	95	32	153	....
S. W. Gall	....	14	....	315
J. Hilberg	136	....	....	22
Gus. Juengling	178	158	....	52
E. Kahns Sons Co.	700	553	5,280	102
Kroger Groc. & B. Co.	124	198	2,732	....
Lohrey Pkg. Co.	3	....	304	....
H. H. Meyer P. Co.	....	....	2,683	....
W. G. Rehn & Son	120	58	....	....
A. Sander Pkg. Co.	9	....	1,220	....
J. Schlachter & Son	179	264	....	154
J. & F. Schroth Co.	12	....	2,826	....
Vogel & Son	14	8	456	....
Total	1,570	1,285	15,654	645

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,410	6,588	8,766	80
U. D. B. Co., N. Y.	34	....	....	....
The Layton Co.	....	....	230	....
R. Gumz & Co.	183	43	68	....
Armour & Co., Mil.	639	3,424	....	....
Armour & Co., Chi.	64	....	....	....
N.Y.B.D.M.Co., N.Y.	17	....	....	....
Butchers	348	525	61	102
Traders	242	118	21	....
Total	2,937	10,698	9,146	182

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	680	425	11,425	1,275
Dold Pkg. Co.	295	57	7,719	11
Wichita Dr. Beef Co.	20	....	....	....
Dunn-Ostertag	138	....	....	....
Keefe-LeStourgeon	68	....	....	....
Total	1,201	482	19,144	1,286

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,028	4,877	12,684	896
Cudahy Pkg. Co.	313	1,865	....	....
Hertz Bros.	220	28	42	....
Swift & Co.	4,616	7,413	19,084	1,097
United Pkg. Co.	1,914	192	....	....
Others	670	6	10,557	....
Total	10,761	14,381	42,367	1,993

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	876	2,531	11,515	298
Kingan & Co.	1,413	781	8,789	338
Indianapolis Abt. Co.	1,070	95	376	....
Armour & Co.	275	45	2,227	23
Bell Pkg. Co.	44	....	372	....
Brown Bros.	84	12	....	....
Hilgemeier Bros.	....	....	1,080	....
Schussler Pkg. Co.	8	11	275	....
Riverview Pkg. Co.	14	....	179	....
Meier Pkg. Co.	97	12	315	5
Indiana Prov. Co.	35	10	280	19
Art Wabnitz	2	45	....	22
Maas-Hartman & Co.	27	8	....	6
Hoosier Pkg. Co.	19	....	....	....
Miscellaneous	312	79	593	118
Total	4,276	3,629	26,001	829

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended May 12, 1928, with comparisons:

CATTLE.

	Week ended May 12.	Prev. week.	Cor. week 1927
Chicago	22,161	27,332	27,906
Kansas City	14,857	18,590	19,042
Omaha	22,623	26,865	23,782
St. Louis	7,731	9,272	11,401
St. Joseph	9,237	9,947	10,436
Sioux City	10,122	10,844	10,209
Oklahoma City	2,000	2,332	2,504
Indianapolis	4,276	4,519	5,955
Cincinnati	1,570	1,769	2,013
Milwaukee	2,937	2,520	2,783
Wichita	1,201	1,999	1,483
St. Paul	10,761	10,343	8,393
Total	109,476	126,332	117,077

HOGS.

	Week ended May 12.	Prev. week.	Cor. week 1927
Chicago	98,600	122,800	126,800
Kansas City	41,777	32,805	43,113
Omaha	68,398	55,451	59,129
St. Louis	28,578	33,443	47,760
St. Joseph	30,885	26,873	29,666
Sioux City	53,248	42,941	34,804
Oklahoma City	9,992	9,732	7,596
Indianapolis	26,001	31,773	40,560
Cincinnati	15,654	10,148	16,496
Milwaukee	9,146	8,314	10,468
Wichita	19,144	15,125	18,496
Denver	......	......	4,825
St. Paul	42,367	42,679	42,867
Total	443,790	432,084	477,755

SHEEP.

	Week ended May 12.	Prev. week.	Cor. week 1927
Chicago	53,403	44,556	56,639
Kansas City	26,079	30,274	28,915
Omaha	30,866	33,232	30,042
St. Louis	6,407	4,540	9,064
St. Joseph	26,678	34,271	22,621
Sioux City	1,838	3,101	2,297
Oklahoma City	542	150	392
Indianapolis	829	2,423	1,234
Cincinnati	645	360	745
Milwaukee	182	99	270
Wichita	1,286	1,282	1,728
St. Paul	1,993	1,512	1,706
Total	150,748	155,800	155,653

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask the "Packer's Encyclopedia," the meat packer's dictionary and guide.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 7	14,100	3,864	31,468	13,683
Tues., May 8	6,842	3,960	15,118	12,451
Wed., May 9	9,698	3,018	15,794	12,298
Thur., May 10	10,130	4,901	29,339	16,874
Fri., May 11	2,111	1,250	19,549	10,245
Sat., May 12	300	200	4,000	11,000
Totals this wk.	43,181	17,193	115,268	78,551
Prev. week	56,293	20,655	140,830	67,137
Year ago	57,303	18,602	138,058	67,110
Two years ago	57,815	15,178	106,703	76,926

Year's receipts to May 12, with comparative totals:

	1928.	1927.
Cattle	865,425	1,010,060
Calves	324,991	280,414
Hogs	3,824,731	2,814,315
Sheep	1,278,179	1,328,201

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., May 7	4,376	1	9,111	3,074
Tues., May 8	2,187	124	4,008	6,332
Wed., May 9	2,927	....	3,582	2,944
Thur., May 10	1,838	100	4,479	7,436
Fri., May 11	702	31	6,082	4,637
Sat., May 12	100	....	1,000	1,000
Totals this wk.	12,130	256	28,262	25,423
Prev. week	16,234	80	23,425	20,890
Year ago	17,585	150	22,569	14,911
Two years ago	16,982	506	24,204	12,572

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week end. May 12	$13.15	$ 9.95	$ 8.35	$15.90
Previous week	13.00	9.85	10.25	17.25
1927	11.10	9.70	8.00	15.60
1926	9.35	13.35	7.50	14.40
1925	10.05	12.45	7.50	13.65
1924	9.65	7.30	7.50	15.10
1923	9.35	7.70	7.80	14.60
Avg. 1923-1927	$ 9.90	$10.10	$ 7.65	$14.65

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ending May 12	30,900	86,000	51,100
Previous week	40,059	117,405	46,247
1927	39,718	115,489	52,199
1926	40,880	82,499	64,354
1925	40,218	104,153	107,689
1924	38,695	101,916	46,894

*Saturday, May 12, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

	No. received.	Average Wgt. lbs.	Prices Top.	Prices Avg.
*Week ending May 12	115,300	233	$10.45	$ 9.95
Previous week	140,830	232	10.55	9.85
1927	138,058	246	10.35	9.70
1926	106,703	253	14.40	13.35
1925	140,008	233	13.35	12.45
1924	144,406	237	7.65	7.30
1923	174,009	240	8.05	7.70
Avg. 1923-1927	140,000	242	$10.75	$10.10

*Receipts and average weight for week ending May 12, estimated.

HOG SLAUGHTERINGS.

Chicago packers' hog slaughterings for the week ending May 12, 1928:

Armour & Co.	5,700
Anglo American	2,900
Swift & Co.	7,400
Hammond Co.	3,500
Morris & Co.	8,100
Wilson & Co.	7,900
Boyd-Lunham	3,600
Western Packing Co.	10,000
Roberts & Oake	6,900
Miller & Hart	4,300
Independent Packing Co.	2,800
Brennan Packing Co.	6,900
Agar Packing Co.	4,100
Others	24,500
Total	98,600
Previous week	122,800
Year ago	126,800
1926	84,700
1925	103,000
1924	122,100

(Chicago livestock prices on page 42.)

Ice and Refrigeration

ICE NOTES.

The chamber of commerce of San Juan, Tex., is interested in securing a cold storage plant for that place.

The New Mississippi Co. is building a cold storage plant in Canton, Miss.

The Peoples Ice & Cold Storage Co., Claremore, Okla., has been sold to the Southwest Utility Ice Co.

Members of the Port Commission of Olympia, Wash., have awarded a contract for the construction of a cold storage plant. The cost will be in the neighborhood of $35,000.

Considerable new equipment was installed recently in the plant of the Waynesboro Ice & Cold Storage Co., Waynesboro, Pa.

A cold storage plant is being planned in Victoria, Tex., by the Desel-Boettcher Co.

A one-story plant to cost about $30,000 will be constructed in Woodhaven, L. I., N. Y., by the Anheuser-Busch, Inc., Cold Storage Co.

Plans have been made by the Catskill Ice & Storage Co., for the erection of a large ice and cold storage plant in Catskill, N. Y.

The Putnam Ice & Storage Co., will build a new ice plant in Ottawa, Kan.

A three-story cold storage warehouse is being planned by the Arkansas Cold Storage Co., for Little Rock, Ark. The construction will be of concrete and brick and the capacity 150,000 cubic feet. The cost will be about $100,000.

The Wilmington Produce Terminal Co., Wilmington, Calif., plans to remodel an old building and install a cold storage plant.

The Arlington Ice & Cold Storage plant has been leased by M. D. Goodrich from the Baker County Power Co.

G. M. Greenberg has purchased the plant of the Lake City Cold Storage Co., Lake City, Minn.

Paul Liebman has sold the Herington Ice & Cold Storage plant, Herington, Kan., to J. T. Bickell and son.

Fire did considerable damage recently to the ice and cold storage plant in Sidney, Neb.

Considerable new equipment was installed recently in the plant of the National Ice & Cold Storage Co., Stockton, Calif.

Contract for the erection of an ice and cold storage plant in Gurdon, Ark., was let recently by the Southern Ice & Utilities Co.

A company is being formed in Tuscaloosa, Ala., to erect an ice and cold storage plant. It will be capitalized at $150,000. M. L. Waddell, a local contractor, is interested.

An ice plant is being planned in Hollister, Calif., by the National Ice & Cold Storage Co., San Francisco, Calif.

A new cold storage plant will be erected in Wilmington, Del., by the Diamond Cold Storage Co.

A cold storage plant to cost $15,000 is being built in Walsenburg, Colo., by the Walsenburg Creamery Co.

Major Brothers Packing Co., Mishawaka, Ind., is planning the installation of an ice and cold storage plant to cost $350,000.

The New England Cold Storage Co., Portland, Me., recently installed a 55- and a 40-ton refrigerating machine.

A new cold storage plant to cost $40,000 is being built in Magnum, Okla., by L. E. Teter and V. P. Williams.

A. I. R. APPOINTS SECRETARY.

Louis Baron, formerly secretary and treasurer of the De La Vergne Machine Co., New York City, has been appointed executive secretary of the American Institute of Refrigeration. Mr. Baron takes the place of Ralph C. Stokell, who resigned to assume the duties of general manager of the National Cold Storage Co., Inc., New York City.

SPRING MEETING OF A. S. R. E.

The fifteenth western meeting of the American Society of Refrigerating Engineers will be held in Detroit, Mich., June 4, 5, 6 and 7. Silica gel, fish freezing and transport, motors and the toxic properties of various refrigerants are among the topics the program committee are making arrangements to have discussed.

VALUE IN BEEF FATS.

(Continued from page 20.)

can not approach. I refer especially to its keeping quality, and secondarily to its shortening value.

The preparation of an oleo product especially designed for the baking trade would seem to have possibilities of opening up a market for beef fat that the packer has never yet enjoyed. At the same time it would give the baking industry a shortening of uniform and superior value.

There are many small packers who in the course of a year slaughter a large number of cattle. The bulk of these packers do not save their beef fats for manufacture into oleo oil and stearine, as they think they can not hold and ship them under refrigeration to plants where oleo oil is manufactured.

Why Sell Them as Grease?

Too often the finest of the fats go to the tallow kettle, there to be rendered with lower grade fats and to contribute to the often overstocked tallow market.

The fat of beef, like the rest of the bovine carcass, is highly perishable and must be handled promptly to secure best results. Unfortunately many small packers are not equipped to do this, and still more think it would not pay them to install equipment to handle beef fat for oleo oil.

Consequently much of this fancy ingredient for use in high-grade oleomargarine is lost to the margarine trade and to the packer, and moves at a serious price differential in the grease market.

As the representatives of the larger packers here well know, their organizations take the greatest care of their beef fats, handle them promptly, melt them at low temperatures and then grain and press them. The resultant oil has been one of the bases of the manufacture of their best margarines, while the stearine is valuable in the manufacture of lard substitute.

And no compound lard has ever been produced that equalled the cottonseed oil-oleo stearine combination.

Unequalled for Baking Purposes.

While margarine now is used extensively by bakers, it is believed that there is a large field for development here. That margarine of which beef fat is the principal ingredient has a marked shortening value and if properly made and packaged, no doubt would be a very attractive product to the baker.

Perhaps the finest oil for oleomargarine can be produced from beef fats by the newer methods of rendering. These seem to offer an especially desirable method, with little danger of developing the free fatty acids so common with the older methods. And as rendered beef fat can not be neutralized under federal regulations as cottonseed oil can, the alternative is to produce this rendered product as free of these fatty acids as possible.

Therefore it is indeed unfortunate that more of the finer beef fats are not saved for use in the margarine industry. While vegetable oils have a distinct place, and there is just as much need from an agricultural standpoint for the wide utilization of cottonseed oil as there is for the use of oleo oil, it would seem that the saving of more beef fat and the greater utilization of oleo oil could well take the place of a portion at least of the imported vegetable oil used in margarine manufacture.

Help to Producer and Packer.

Could this be accomplished, it would be a matter of great economic importance not only to the beef packer but to the beef producer as well. Beef fat is one of the three most important products of cattle slaughter, standing third in the list of meat, hide and fat.

The wider and better utilization of beef fat would automatically raise the price level of cattle. Even with present utilization, the price of cattle averages $1.00 to $1.50 more per head than they

would if the fat were not used for oleo.

In spite of the difficulties in the way of the margarine manufacturer he still has a bright path ahead. Margarine is becoming better known all the time. Unfair statements regarding it are fewer as knowledge becomes more widespread. And the old bogey of its lack of vitamine content is a thing of the past.

Margarine for the Veterans.

As an example of the growing favor in which margarine is held, I am told that the War Department has recently included it in the articles for which estimates are requested for the soldiers' homes of the country. We all know that Uncle Sam takes good care of his ex-fighting men, so the inclusion of margarine in these specifications is another real tribute to its quality, and food value.

Margarine is entering more of the better class homes, both as a table spread and a cooking ingredient. Surely it is only a matter of time until a large percentage of consumers will become educated to the wholesomeness and nutritiousness of this product, and to its sanitary method of manufacture and marketing, and will use it in place of much of the more or less questionable butter for which in their ignorance they pay a good price.

MARGARINE MAKERS MEET.

The ninth annual convention of the Institute of Margarine Manufacturers was held in the Washington Hotel, Washington, D. C., May 10 and 11. The convention was called to order by President B. S. Pearsall, at 10:30 a. m., May 10, and the following committees appointed:

Resolutions Committee—A. M. Davis, chairman; T. H. Eckerson, Howard Beatty, W. C. Potter.

Auditing Committee—Wm. J. Witler, chairman; A. K. Fisher, C. A. Baumann.

Committee of Tellers—Wade Utley, chairman; J. J. Wilke, A. P. Herold.

The following officers of the Institute were elected by ballot for the fiscal year:

President—B. S. Pearsall, B. S. Pearsall Butter Co., Elgin, Ill.

First Vice President—H. J. Rohan, Churngold Corporation, Cincinnati, Ohio.

Second Vice President—J. J. Wilke, Wilson & Company, Chicago, Ill.

Recording Secretary—E. C. Walraven, Troco Company, Chicago, Ill.

Secretary and Treasurer—J. S. Abbott, Washington, D. C.

Executive Committee—B. S. Pearsall, B. S. Pearsall Butter Co., Elgin, Ill., chairman; H. J. Rohan, The Churngold Corporation, Cincinnati, Ohio; J. J. Wilke, Wilson & Company, Chicago, Ill.; H. H. Kamsler, Armour & Company, Chicago, Ill.; W. C. Potter, Swift & Company, Chicago, Ill.; E. P. Kelly, The Capital City Products Co., Columbus, Ohio; Jay Gould, The Best Foods, Inc., New York City; John F. Jelke, Jr., John F. Jelke Company, Chicago, Ill.; E. C. Walraven, Troco Company, Chicago, Ill., Recording Secretary.

Committees appointed by the President for the year 1928-1929 were:

Legislative Committee—H. H. Kamsler, chairman; W. C. Potter, Jay Gould, W. M. Steele.

Publicity Committee—E. P. Kelly, chairman; H. J. Rohan, E. C. Walraven, Howard Beatty.

Membership Committee — Wm. J. Witler, chairman; J. J. Wilke, H. J. Rohan.

Special Legal Committee—A. M. Davis, chairman; W. M. Steele, T. H. Eckerson.

Rate Committee—John F. Jelke Company, Glidden Food Products Company, B. S. Pearsall Butter Company.

Resolutions Adopted.

Resolutions adopted included the following:

That a committee of three be appointed by the President of the Institute to study the matter of freight rates, with a view of at least having them all equal to butter if not lower than the butter rates.

"Resolved: To the Federal and State government officials, with whom our membership is constantly contacting in the multitudinous laws and regulations affecting the oleomargarine industry, we extend our sincere thanks for the uniform and efficient courtesy which they have always extended to us in the important questions arising in our industry.

"Resolved: To our retiring officials and committees, who have served us so well and faithfully during the past year, we extend our sincere appreciation; particularly to Mr. B. S. Pearsall, who has for five successive years so ably and successfully steered our 'ship of state' through the troublous waters which have so often surged around it, we offer our heartfelt expressions of affection and gratitude; the Institute has given tangible evidence of its feelings towards them by re-electing them all for the new term, and we pledge them our fullest cooperation during the coming year in the important work which confronts them."

Hide and Skin Markets

Chicago.

PACKER HIDES—Market more or less unsettled, especially on native hides, and irregularly lower. The decline is attributed mostly to news of mid-week of sales in the South American market at about 1½c decline. Tanners have also found the market on upper leather very dull of late and light native hides suffered the most decline. Possibly around 60,000 hides were moved or booked to tanning account during the period, but reports as to quantities are rather mixed. Good orders are reported in the market for certain descriptions at a shade under quoted prices, but packers' stocks are generally light.

Spready native steers last sold at 28c, last week. Orders in the market for heavy native steers at 24c for May hides and this is bid, with 24½@25c asked. One packer moved 2,700 April-May extreme native steers at 24c and later another packer obtained 24½c for 3,000 St. Pauls.

Most of the activity in branded steers was booking to tanning account, some 16,000 by two packers, and around 8,000 reported sold outside by one killer, all at 24c for butt branded steers, 23½c for Colorados, 24c for heavy Texas steers, and 23½c for light and extreme light Texas steers.

Heavy native cows quoted by killers at 24c, although buyers claim they can be bought at 23½c. Light native cows to the number of around 20,000 April-Mays sold at 24c; earlier, some 2,600 Aprils moved forward at 24½c and this was paid late last week also. Branded cows moved at 23½c.

Native bulls quiet and quoted nominally 20@20½c; last trading in Fort Worth branded bulls last week at 20c.

SMALL PACKER HIDES—Nothing new in local small packer hide market, all killers but one being sold up to end of May. Last trading, several weeks back, was at 25c for May all-weight native steers and cows, and 24½c for branded paid one killer, with others accepting 24c for branded earlier. Market quoted nominally around a cent under last trading prices, based on parity with big packer market.

COUNTRY HIDES—Country hide market rather unsettled and easier, following the decline in packer market. Demand has been very light, especially from eastern tanners; however, stocks also have been light. Good all-weights quoted 21@21½c, selected, delivered. Heavy cows slow and priced 20@20½c, selected, with earlier sales reported at 20½c. Heavy steers alone quoted around 22c, nom. Some 45/60 lb. buff weights are offered at 22c, selected, with buyers not showing any great interest. Good 25/45 lb. light average extremes are offered at 24c, which buyers generally view as too high. Bulls dull and around 16@16½c. All-weight branded quoted 19@19½c, Chicago freight.

CALFSKINS — Some activity in packer calfskins at the close of last week, when one packer moved 13,000 March and April calf at 31c, northern basis; another packer moved 6,000 Aprils at 31c for northerns alone at same time.

First salted Chicago city calf quiet and quoted in a nominal way around 28c, although some talk 29c. Outside city calf quoted around 27½@28c. Mixed cities and countries around 26@27c.

KIPSKINS—Some quiet movement in packer kips, details withheld; one packer thought to have moved some 15,000, while another packer also understood to have moved a quantity, possibly booked to tanning account. Market quoted generally around 28c for natives, 27c for over-weights and 25@26c for branded, in a nominal way.

First salted Chicago city kips quoted nominally around 26c. Outside cities around 27c; mixed cities and countries around 25c, nom.

Packer regular slunks understood to have moved in a small way at $1.70, with last previous trading at $1.65. Hairless quoted around 70c, nom.

HORSEHIDES—Horsehides continue slow sale. Choice renderers generally $8.50@8.75 asked, with good mixed lots offered around $8.00, ranging down to $7.50 asked for ordinary lots.

SHEEPSKINS—Dry pelts quoted 30@32c per lb., according to section. Packer shearlings active; two packers moved three cars running around 50@60 per cent No. 1's at $1.35, with two cars running to fewer No. 1's at $1.25. Pickled skins continue firm and quoted $9.25@9.50 per doz for straight run of packer lamb; last trading in ribby lambs was at $9.00, and blind ribbies at $10.00 earlier. New York market quoted around $9.25@9.50 asked for straight run of city lamb. Pickled sheepskins quoted around $10.25@10.50 per doz. for straight run of packer sheepskin; last trading in ribby sheep was at $10.00, and blind ribbies at $11.25. Packer wooled lambs $4.05 per cwt. live lamb paid at Chicago; quoted on piece basis, $3.50@4.00. Packer sheepskins quoted on piece basis around $3.25@3.75. Small packer lambs quoted around $3.50@4.00. Paying $2.70 per cwt. live lamb at Chicago for California Spring lambs.

PIGSKINS—One packer reports moving a car of No. 1 pigskin strips early at 10c; small lot sold in another direction at 9½c East, equal to 9¾c, Chicago. Gelatine stocks inactive at this season and nominally 4@4¼c.

New York.

PACKER HIDES—Market somewhat unsettled, following the easiness in the western market, but trading quiet. Late last week a car of April spready native steers sold at 28c. Last trading in April native steers was at 25c, butt brands at 24½c and Colorados at 24c; however, these prices no longer a criterion and market quoted nominally on basis of Chicago market. No offerings of May hides have appeared as yet but tanners are showing little interest at present.

COUNTRY HIDES—Market quiet and dull, with eastern tanners showing very little interest. All-weights quoted in a nominal way around 21c, selected; buff weights available at 22c; extremes nominally 23½@24c.

CALFSKINS—Calfskins very quiet, following the activity last week, which about cleaned up the market. Last trading in 5-7's was at $2.55, 7-9's at $3.20 and 9-12's at $4.20.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending May 12, 1928, 4,078,000 lbs.; previous week, 3,402,000 lbs.; same week, 1927, 4,680,000 lbs.; from January 1 to May 12, 91,697,000 lbs.; same period, 1927, 92,857,000 lbs.

Shipments of hides from Chicago for the week ending May 12, 1928, 5,055,000 lbs.; previous week, 4,108,000 lbs.; same week, 1927, 4,386,000 lbs.; from January 1 to May 12, 92,986,000 lbs.; same period, 1927, 102,428,000 lbs.

LIVESTOCK AT 67 MARKETS.

Receipts and disposition of livestock at 67 leading markets during April, 1928, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Receipts.	Local slaughter.	Total shipments.
CATTLE.			
Total	1,118,797	602,497	488,643
April av., 5 years, 1923-1927	1,154,956	668,889	478,147
CALVES.			
Total	565,509	410,094	151,096
April av., 5 years, 1923-1927	571,352	437,292	135,602
HOGS.			
Total	3,482,504	2,077,253	1,385,498
April av., 5 years, 1923-1927	3,642,998	2,338,539	1,303,379
SHEEP AND LAMBS.			
Total	1,591,496	814,219	777,690
April av., 5 years, 1923-1927	1,464,863	803,084	657,855

CHICAGO HIDE QUOTATIONS.

Quotation on hides at Chicago for the week ended May 18, 1928, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending May 18, '28.	Previous week.	Cor. week, 1927.
Spr. nat. strs.	27½@28n	@28	@19½
Hvy. nat. strs.	24b @24½ax	25 @25½	@17½
Hvy. Tex.strs.	@24	@24½	@16½
Hvy. butt brnd'd strs..	@24	@24½	@16½
Hvy. Col. strs.	@23½	@24	@16
Ex-light Tex. strs.	@23½	@24	@16
Brnd'd cows..	@23½	@24	@16
Hvy. nat.cows.	23½@24n	24½@25	16½@17
Lt. nat. cows.	@24	@25	17½@18
Nat. bulls....	20 @20½n	20 @21n	12½b@13ax
Brnd'd bulls..	19 @20	19 @20	11 @11½n
Calfskins	@31*	@32ax	21 @21½
Kips, nat. ...	@28n	@30ax	19 @19½
Kips, ov.-wt..	@27n	29 @30ax	18 @18½
Kips, brnd'd..	25 @26n	@27	@17
Slunks, reg...	1.65@1.70	1.60@1.65	@1.25
Slunks, hrls..	@70n	@75n	60 @65

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts..	@24n	@25	17 @17½n
Branded	@23½n	@24½	15½@16n
Nat. bulls....	@20n	20 @21n	12 @12½n
Brnd'd bulls..	@19n	19 @19½n	10 @10½n
Calfskins	28 @28½n	29 @30n	19¼@20
Kips	@26n	@27n	18½@19n
Slunks, reg...	1.40@1.50n	1.40@1.50n	1.10@1.15
Slunks, hrls...	@70	@70	55 @60

COUNTRY HIDES.

Hvy. steers...	21½@22n	21½@22n	13½@14n
Hvy. cows....	20 @20½ax	20½@21	@13½n
Buffs	@22ax	22 @22½	15 @15½n
Extremes	@24ax	24½@25	16 @17
Bulls	16 @16½n	16½@17n	11 @11½ax
Calfskins	@24n	25 @26n	15½@16n
Kips	23 @24n	24½@25n	15½@16n
Light calf....	1.75@1.90	1.75@1.90	1.00@1.10
Deacons	1.75@1.90	1.75@1.90	1.00@1.10
Slunks, reg...	75 @1.00	75 @1.00	60 @70
Slunks, hrls...	25 @30	25 @30	20 @25
Horsehides ...	7.50@8.75ax	7.50@8.50	4.50@5.75
Hogskins	75 @85	75 @85	40 @50

SHEEPSKINS.

Pkr. lambs...	3.50@4.00	3.50@4.00	....
Sml. pkr.lambs	3.50@4.00	3.50@4.00	....
Pkr. shrlgs...	1.25@1.35	1.25@1.30	@97½
Dry pelts.....	30 @32	30 @32	20 @22

Chicago Section

Paul Trier, general sales manager, Arnold Bros., Inc., attended the Kentucky Derby with a party of Chicago friends.

John W. Hall, the well-known tallow and grease broker, is out of the city at the present time on an extended business and pleasure trip.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 23,524 cattle, 13,959 calves, 65,376 hogs and 33,526 sheep.

R. S. Solinsky, district sales manager, Continental Can Company, Chicago, has returned to Chicago after a three-week business trip through the West and Northwest.

Gus Downing, one of the best-known mechanical experts of the meat packing industry, is now on the operating staff of Allied Packers, Inc., and has his headquarters at Chicago.

Robert S. Redfield, mechanical engineer and one of the pioneers in the equipment of packing plants, died at his home, 5201 Dorchester avenue, Chicago, last week after a brief illness at at the age of 53 years. He leaves a widow, Mrs. Mabel H. Redfield.

Provision shipments from Chicago for the week ending April 21, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1927.
Cured meats, lbs.	18,857,000	17,565,000	13,903,000
Fresh meats, lbs.	38,744,000	37,308,000	41,472,000
Lard, lbs.	7,807,000	8,019,000	7,979,000

Chicagoans with time and necessary railroad fare are planning to attend the annual outing of the provision section of the Philadelphia Commercial Exchange, which occurs at the North Hill Country Club on June 5. The golf tournament is one of the big features in which packers are interested.

The Republic Food Products Co., Chicago, has selected a site at 47th St. and Turner Ave. on which it will build a four-story plant to house the business. The new home, which will be ready for occupancy about September 1, was made necessary by the increased demand for the products manufactured and handled by the company, which is especially famous for its canned corned beef.

CLASS BANQUET INSTRUCTORS.

Employees of the Hull & Dillon Packing Co., Pittsburgh, Kan., who have been attending the course in packing house practice conducted by Professor James A. Yates of the Pittsburg Kansas State Teachers College, gave a dinner at the Pittsburgh Country Club on April 27, 1928, in honor of Professor Yates and Professor J. A. G. Shirk who has been conducting a class in elementary mathematics for the employees. The members of the classes received their certificates for the completion of the courses at that time.

The affair was the fourth one of its kind for a class in packinghouse practice. Several members of the class had studied with Professor Yates for four years.

E. D. Henneberry, superintendent of the Hull & Dillon Packing Co., was toastmaster at the dinner and addressed the classes on "Vision." Other speakers were George Winters, business manager of the Pittsburg Headlight-Sun, and Bruce J. Maguire, president of the Kansas Retail Meat Dealers' Association. Professor Yates and Shirk also spoke briefly.

PACKER BUILDING ADDITION.

A new addition, 85 by 90 ft. in size, is being constructed to the plant of the Henry Fischer Packing Co., Louisville, Ky. Fireproof construction is being used throughout. The first floor will be used as a cooler and shipping room and the basement as a ham cellar.

The addition has been designed to permit the construction of three or four additional floors as they may be needed. The present plans call for the use of one of these future floors as a rest room and restaurant for the employees.

E. S. WATERBURY.

General manager, Armour and Company, Omaha, Neb., who presided at Institute regional meeting at Cedar Rapids, Iowa, last week.

TRADE GLEANINGS

The Tornillo Cotton Oil Co. is erecting a cold press mill at Tornillo, Tex.

Farmers around Lynden, Wash., are organizing a co-operative meat packing plant, it is announced.

The West Shore Beef Co., 120 Broadway, New York City, has been incorporated with a capital of 100 shares of common stock.

Damage estimated at $50,000 occurred on May 10 when the meat packing plant of E. S. Kehler at Locust Dale, Pa., was destroyed by fire.

The Planters' Cotton Oil Co., Bonham, Tex., has been incorporated with a capital stock of $140,000. A. B. Scarborough and Zac Smith are the incorporators.

Construction work has started on the plant for the Gate City Packing & Provision Co., Raton, N. M. The building will cost between $18,000 and $20,000.

The Coast Meat Products Co. has commenced operations in Gulfport, Miss. The company is specializing in sausage and "ready-to-serve" specialties. M. L. Bonneval is the owner of the business.

Carl Kruse has purchased the plant of the Seattle Packing Co., 1225 Burns Ave., Seattle, Wash., and will remodel and enlarge it. The plant was formerly operated by M. Jacobson, William Acheson and M. Ifland.

Construction work has been started on a modern abattoir for Broder Bros., Eugene, Ore. The plant will be large enough, it is said, to furnish all of the meat consumed in the city. A refrigerating system will be installed.

Anderson, Clayton & Co., Houston, Tex., have purchased a controlling interest in the San Joaquin Cotton Oil Co., with plants at Bakersfield and Choochilla, Calif.; the Tucson Oil Co., Tucson, Ariz., and the Western Cotton Oil Co., Phoenix, Ariz.

Work has started on the new building to house the sheep and cattle killing departments at the Cudahy Packing Co. plant, at Kansas City. The addition will cost about $600,000 and will make the plant one of the most modern in the United States.

Construction work has started on the $100,000 addition to the plant of the Hahn Packing Co., Dallas, Tex. The addition will cover 100,000 square feet and will adjoin the present structure on the west. The new floor space will provide new quarters for the killing, rendering, sausage, smoking and curing departments.

ACTIVE IN ELECTRICAL WORK.

C. P. Potter, engineer in charge of large motor and transformer divisions of the Wagner Electric Corporation, St. Louis, Mo., was elected chairman of the St. Louis Section of the A.I.E.E., an honor bestowed upon him in recognition of his many years of activity in the organization. Ever since he joined the organization at the time he graduated from the University of Illinois, June, 1909, he has been serving on various A.I.E.E. committees, and last year served as vice-chairman of the St. Louis section.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday. May 17, 1928.

Regular Hams.

	Green.	S. P.
8-10	17	17
10-12	16¾	16¼
12-14	16½	16
14-16	16½	15¾
16-18	16⅝	15
18-20	16½	15
10-16 Range	16½	....
16-22 Range	16½	....

S. P. Boiling Hams.

	H. Run.	Select.
16-18	15	15½
18-20	15	15½
20-22	14½	15

Skinned Hams.

	Green.	S. P.
10-14	18¼	16¾
14-16	18	16½
16-18	17½	16¼
18-20	16½	15½
20-22	16	15¼
22-24	15¼	15
24-26	14½	14½
25-30	14	14
30-35	13	13

Picnics.

	Green.	S. P.
4-6	11⅞	11¾
6-8	11¾	11¼
8-10	11	10¼
10-12	11	9½
12-14	11	9¼

Bellies.*

	Green.	S. P.
6-8	16½	17
8-10	16¾	17¼
10-12	16¾	17¼
12-14	16¼	16¾
14-16	15¼	15¾
16-18	14¾	15¼

*Square Cut and Seedless.

D. S. Bellies.*

	Clear.	Rib.
14-16	14¼	....
16-18	14⅛	....
18-20	13⅞	13⅞
20-25	13¾	13¾
25-30	13⅝	13⅝
30-35	13½	13½
35-40	13⅜	13⅜
40-50	13	13

*Fully Cured.

D. S. Fat Backs.

8-10	9½
10-12	9¾
12-14	10¼
14-16	11¼
16-18	11¾
18-20	11⅞
20-25	12⅜

D. S. Rough Ribs.

45-50	12.50
55-60	12.25
65-70	12.00
75-80	11.75

Other D. S. Meats.

Extra Short Clears	35-45	12⅜
Extra Short Ribs	35-45	12⅜
Regular Plates	6-8	10¼
Clear Plates	4-6	10¼
Jowl Butts		9

Lard.

Prime steam, tierces	12.05
Prime steam, loose	11.25

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, MAY 12, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	....	....	....	11.90
July	12.17½	12.17½	12.12½	12.15
Sept.	12.52½	12.52½	12.45	12.47½
CLEAR BELLIES—				
May	....	....	....	13.70
July	13.80	13.80	13.70	13.75
Sept.	14.17½	14.17½	14.10	14.10
SHORT RIBS—				
May	....	....	....	12.00
July	....	....	....	12.20
Sept.	....	....	....	12.57½

MONDAY, MAY 14, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	11.80	11.80	11.77½	11.77½
July	12.07½	12.07½	11.97½	11.97½
Sept.	12.40	12.40	12.27½	12.32½
Oct.	12.52½	12.52½	12.40	12.45ax
CLEAR BELLIES—				
May	....	....	....	13.60n
July	13.65	13.67½	13.60	13.62½
Sept.	14.00-02½	14.02½	13.92½	13.97½ax
SHORT RIBS—				
May	....	....	....	12.00n
July	....	....	....	12.07½ax
Sept.	12.55	12.55	12.42½	12.42½ax
Oct.	....	....	....	12.50n

TUESDAY, MAY 15, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	....	....	....	11.87½b
July	12.00-05	12.10	12.00	12.10
Sept.	12.32½-35	12.42½	12.32½	12.40b
Oct.	12.50	12.52½	12.50	12.52½b
CLEAR BELLIES—				
May	....	....	....	13.60n
July	13.60	13.70	13.60	13.67½
Sept.	14.00	14.05	13.92½	14.02½
SHORT RIBS—				
May	....	....	....	12.00n
July	12.10	12.10	12.10	12.10
Sept.	12.47½	12.47½	12.47½	12.47½
Oct.	....	....	....	12.55n

WEDNESDAY, MAY 16, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	11.87½	11.87½	11.87½	11.87½
July	12.10	12.12½	12.07½	12.10
Sept.	12.42½	12.42½	12.40	12.42½ax
Oct.	....	....	....	12.52½ax
CLEAR BELLIES—				
May	....	....	....	13.60n
July	13.60	13.67½	13.60	13.65ax
Sept.	14.00	14.02½	14.00	14.00ax
SHORT RIBS—				
May	12.00	12.00	12.00	12.00
July	12.05	12.15	12.05	12.15b
Sept.	12.57½	12.57½	12.57½	12.57½
Oct.	....	....	....	12.62½n

THURSDAY, MAY 17, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	11.92½	12.15	11.92½	12.10ax
July	12.07½	12.32½	12.02½	12.25
Sept.	12.37½-40	12.65	12.35	12.60ax
Oct.	12.45	12.75	12.45	12.72½ax
CLEAR BELLIES—				
May	13.70	13.70	13.70	13.70
July	13.75	13.75	13.75	13.75b
Sept.	13.95	14.12½	13.95	14.12½b
SHORT RIBS—				
May	....	....	....	12.10n
July	12.20	12.20	12.20	12.20
Sept.	12.60	12.60	12.60	12.60
Oct.	12.60	12.60	12.60	12.60

FRIDAY, MAY 18, 1928.

	Open.	High.	Low.	Close.
LARD—				
May	12.25	12.25	12.10	12.12½
July	12.30	12.40	12.22½-25	12.22½-25
Sept.	12.65	12.72½	12.55	12.57½
Oct.	12.75	12.80	12.67½	12.67½
CLEAR BELLIES—				
May	....	....	....	13.80n
July	13.80	13.80	13.80	13.80
Sept.	14.20	14.25	14.17½	14.17½
SHORT RIBS:				
May	....	....	....	12.00n
July	12.22½	12.25	12.10	12.10
Sept.	12.60	12.60	12.52½	12.52½ax
Oct.	....	....	....	12.60ax

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 18, 1928, with comparisons:

	Week ended May 18.	Prev. week.	Cor. week, 1927.
Armour & Co.	6,891	5,574	8,508
Anglo-American Prov. Co.	4,411	2,156	4,338
Swift & Co.	7,448	6,034	8,882
G. H. Hammond Co.	3,757	2,854	4,044
Morris & Co.	5,273	3,187	7,709
Wilson & Co.	7,786	5,633	8,906
Boyd-Lunham Co.	3,870	3,455	4,222
Western Pkg. & Prov. Co.	11,406	10,285	11,717
Roberts & Oake	7,000	4,495	7,200
Miller & Hart	5,307	4,271	5,032
Independent Pkg. Co.	2,963	2,897	3,941
Brennan Pkg. Co.	7,034	5,352	6,800
Agar Pkg. Co.	4,030	3,499	4,350
Total	76,676	59,692	87,009

CHICAGO RETAIL MEATS

Beef.

	Week ended Apr. 21. No. 1.	No. 2.	No. 3.	Cor. wk., 1927. No. 1.	No. 2.	No. 3.
Rib roast, hvy. end	35	22	16	25	22	12
Rib roast, lt. end	45	28	20	36	28	20
Chuck roast	26	20	14	24	20	14
Steaks, round	45	30	20	40	30	20
Steaks, sirl. 1st cut	60	40	22	40	32	22
Steaks, porterh.	75	45	29	50	37	25
Steaks, flank	28	25	18	28	25	18
Beef stew, chuck	20	18	12½	20	18	12½
Corned briskets, boneless	24	22	18	24	22	18
Corned plates	16	12	10	16	12	10
Corned rumps, bnls.	25	22	18	25	22	18

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	40	30	45	25
Legs	42	30	45	30
Stews	25	15	20	15
Chops, shoulder	25	20	25	20
Chops, rib and loin	60	25	55	25

Mutton.

Legs	26	..	26	..
Stew	10	..	10	..
Shoulders	16	..	16	..
Chops, rib and loin	35	..	35	..

Pork.

Loins, 8@10 av.	25	@28	28	@30
Loins, 10@12 av.	25	@28	25	@27
Loins, 12@14 av.	22	@26	24	@26
Loins, 14 and over	20	@23	24	@26
Chops		@30	28	@32
Shoulders		@20		@22
Butts		@23		@24
Spareribs		@15		@18
Hocks		@14		@14
Leaf lard, raw		@12½		@15

Veal.

Hindquarters	32	@36	32	@36
Forequarters	18	@24	18	@24
Legs	32	@36	32	@36
Breasts	14	@18	14	@18
Shoulders	12	@24	12	@24
Cutlets		@40		@40
Rib and loin chops		@35		@35

Butchers' Offal.

Suet	@ 5½	@ 6
Shop fat	@ 3	@ 3
Bone, per 100 lbs.	@50	@50
Calf skins	@22	@15
Kips	@21	@13
Deacons	@12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, l. c. l. Chicago	9¾	
Double refined saltpetre, gran. l.c.l.	6½	5⅝
Crystals	8	7⅝
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads	3⅞	3⅝
Less than carloads, granulated	4⅜	4
Crystals	5¼	5
Kegs, 100@200 lbs., 1c more.		
Boric acid, carloads, powd., bbls.	8¾	8¼
Crystals to powdered, in bbls., in 5-ton lots or more	9¼	9⅝
In bbls. in less than 5-ton lots	8½	9
Borax, carloads, powdered, in bbls.	5	4⅝
In ton lots, gran. or pow., bbls.	5	4⅝

Salt—

Granulated, car lots, per ton, f.o.b. Chicago bulk	[illegible]
Medium, car lots, per ton, f.o.b. Chicago, bulk	9.10
Rock, carlots, per ton, f.o.b. Chicago	8.10

Sugar—

Raw sugar, 96 basis, f. o. b. New Orleans	@4.75
Second sugar, 90 basis	None
Syrup, testing 63 and 65 combined sucrose and invert, New York	@ .40
Standard gran. f.o.b. refiners (2%)	@6.00
Packers' curing sugar, 100 lb. bags, f. o. b. Reserve, La., less 2%	@5.50
Packers' curing sugar, 250 lb. bags, f. o. b. Reserve, La., less 2%	@5.40

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending May 16, 1928.	Cor. week, 1927.
Prime native steers	21 @22	19 @20
Good native steers	19 @21	16 @18
Medium steers	18 @19	14 @16
Heifers, good	18 @22	13 @18
Cows	15 @18	10½@15
Hind quarters, choice	26 @27	@25
Fore quarters, choice	17 @18	@16

Beef Cuts.

Steer Loins, No. 1	@41	@42
Steer Loins, No. 2	@36	@38
Steer Short Loins, No. 1.	@55	@54
Steer Short Loins, No. 2.	@43	@48
Steer Loin Ends (hips).	@29	@30
Steer Loin Ends, No. 2	@28	@29
Cow Loins	@28	@24
Cow Short Loins	@36	@30
Cow Loin Ends (hips)	@20	@18
Steer Ribs, No. 1	@26	@27
Steer Ribs, No. 2	@26	@25
Cow Ribs, No. 2	@21	@18
Cow Ribs, No. 3	@16	@14
Steer Rounds, No. 1	@22	@18½
Steer Rounds, No. 2	@21½	@18½
Steer Chucks, No. 1	@17	15 @15½
Steer Chucks, No. 2	@16½	@14
Cow Rounds	@19	@16
Cow Chucks	@15	@12½
Steer Plates	@15	11½@12
Medium Plates	@13	@10
Briskets, No. 1	@20	@16
Briskets, No. 2	....	@12
Steer Navel Ends	@11½	@ 9
Cow Navel Ends	@11	@ 9
Fore Shanks	@11½	@ 8½
Hind Shanks	@ 9	@ 8½
Rolls	....	@24
Strip Loins, No. 1, bnls.	@60	@50
Strip Loins, No. 2	@55	@40
Sirloin Butts, No. 1	@35	@34
Sirloin Butts, No. 2	@32	@25
Beef Tenderloins, No. 1	@80	@70
Beef Tenderloins, No. 2	@75	@65
Rump Butts	20 @25	@18
Flank Steaks	@25	@18
Shoulder Clods	@18	@15
Hanging Tenderloins	@18	@10

Beef Products.

Brains (per lb.)	@10	11 @12
Hearts	@12	@ 8
Tongues	@34	22 @29
Sweetbreads	@40	@40
Ox-Tail, per lb.	10 @13	9 @10
Fresh Tripe, plain	@ 6	@ 6
Fresh Tripe, H. C.	7½@ 8	@ 7½
Livers	20 @23	10 @14
Kidneys, per lb.	@14	@10½

Veal.

Choice Carcass	20 @22	19 @21
Good Carcass	15 @20	14 @18
Good Saddles	22 @30	18 @30
Good Backs	12 @16	10 @15
Medium Backs	11 @12½	10 @12

Veal Products.

Brains, each	@12	12 @13
Sweetbreads	@80	@65
Calf Livers	58 @60	@44

Lamb.

Choice Lambs	@31	@35
Medium Lambs	@30	28 @32
Choice Saddles	@34	@36
Medium Saddles	@32	@35
Choice Fores	@26	@28
Medium Fores	@25	@26
Lamb Fries, per lb	@33	@32
Lamb Tongues, each	@15	@13
Lamb Kidneys, per lb	@30	@25

Mutton.

Heavy Sheep	@14	@14
Light Sheep	@16	@17
Heavy Saddles	@16	@16
Light Saddles	@18	@22
Heavy Fores	@12	@12
Light Fores	@14	@16
Mutton Legs	@20	@25
Mutton Loins	@16	@25
Mutton Stew	@12	@10
Sheep Tongues, each	@15	@13
Sheep Heads, each	@10	@10

Fresh Pork, Etc.

Pork Loins, 8@10 lbs. av.	@24	@23
Calas	12 @13	@15
Skinned Shoulders	@14	@15
Tenderloins	55 @60	62 @65
Spare Ribs	11 @12	12 @13
Leaf Lard	@13	@13
Back Fat	@12	13 @14
Boston Butts	18 @19	@18
Hocks	@10	@15
Tails	@12	@13
Neck Bones	4 @ 5	4 @ 5
Slip Bones	10 @12	@ 9
Blade Bones	@12	14 @15
Pigs' Feet	4½@ 5	@ 6
Kidneys, per lb	@ 7	8 @ 9
Livers	8 @ 8½	5½@ 6
Brains	@14	@15
Ears	@ 5	@ 9
Snouts	@ 7	8 @ 9
Heads	@ 8	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	@27
Country style sausage, fresh in link	@22
Country style sausage, fresh in bulk	@18
Country style sausage, smoked	@25
Frankfurts in sheep casings	@23
Frankfurts in hog casings	@22
Bologna in beef bungs, choice	@19
Bologna in cloth, paraffined, choice	@20
Bologna in beef middles, choice	@19
Liver sausage in hog bungs	@25
Liver sausage in beef rounds	@15
Head Cheese	@16
New England luncheon specialty	@25
Minced luncheon specialty	@19
Tongue sausage	@25
Blood sausage	@17
Polish sausage	@19
Souse	@16

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@50
Thuringer Cervelat	@25
Farmer	@29
Holsteiner	@27
B. C. Salami, choice	@47
Milano Salami, choice, in hog bungs	@48
B. C. Salami, new condition	@24
Frisses, choice, in hog middles	@39
Genoa style Salami	@54
Pepperoni	@37
Mortadella, new condition	@25
Capicolli	@49
Italian style hams	@38
Virginia hams	@53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	$6.50
Large tins, 1 to crate	7.50
Frankfurt style sausage in sheep casings	
Small tins, 2 to crate	8.00
Large tins, 1 to crate	9.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00

SAUSAGE MATERIALS.

Regular pork trimmings	@ 9
Special lean pork trimmings	@15½
Extra lean pork trimmings	@17½
Neck bone trimmings	@14
Pork cheek meat	@14
Pork hearts	@ 9
Native boneless bull meat (heavy)	@16½
Boneless chucks	15¾@16
Shank meat	@14¾
Beef trimmings	@14
Beef hearts	@ 8½
Beef cheeks (trimmed)	@11½
Dressed canners, 300 lbs. and up	@12¼
Dressed canners, 350 lbs. and up	@12½
Dr. bologna bulls, 500@700 lbs	13¼@13½
Beef tripe	4 @ 4½
Cured pork tongues (can. trim.)	14½@15

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:	
Domestic round, 180 pack	@35
Domestic round, 140 pack	@42
Wide export rounds	@50
Medium export rounds	@45
Narrow export rounds	@52
No. 1 weasands	14 @15
No. 2 weasands	@ 7
No. 1 domestic bungs	25 @28
No. 2 bungs	15 @18
Regular middles	@1.20
Selected wide middles	@2.50
Dried bladders:	
12/15	@2.50
10/12	@2.00
8/10	@1.50
6/8	1.15@1.25
Hog Casings:	
Narrows, per 100 yds	@3.25
Narrows, meds., per 100 yds	2.50@2.65
Mediums, per 100 yds	1.50@1.75
Wides, per 100 yds	@1.00
Export bungs	@ .33
Large prime bungs	@ .24
Medium prime bungs	@ .18
Small prime bungs	.9@ .10
Middles	@ .18
Stomachs	.06@ .08

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl	$14.00
Honeycomb tripe, 200-lb. bbl	16.00
Pocket honeycomb tripe, 200-lb. bbl	18.00
Pork feet, 200-lb. bbl	17.50
Pork tongues, 200-lb. bbl	63.00
Lamb tongues, long cut, 200-lb. bbl	42.00
Lamb tongues, short cut, 200-lb. bbl	51.00

BARRELED PORK AND BEEF.

Mess pork, regular	28.00
Family back pork, 20 to 34 pieces	27.00
Family back pork, 35 to 45 pieces	30.00
Clear back pork, 40 to 50 pieces	26.00
Clear plate pork, 25 to 35 pieces	21.50
Brisket pork	22.00
Bean pork	21.00
Plate beef	29.00
Extra plate beef, 200 lb. bbls	30.00

COOPERAGE.

Ash pork barrels, black iron hoops	$1.55 @1.57½
Oak pork barrels, black iron hoops	1.80 @1.85
Ash pork barrels, galv. iron hoops	1.75 @1.77½
White oak ham tierces	@3.12½
Red oak lard tierces	2.22½@2.25
White oak lard tierces	2.42½@2.45

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@20½
Nut, 1 lb. cartons, f.o.b. Chicago	@17
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@15

DRY SALT MEATS.

Extra short clears	@12⅜
Extra short ribs	@12⅜
Short clear middles, 60-lb. avg.	12⅜
Clear bellies, 18@20 lbs.	@13⅞
Clear bellies, 14@16 lbs.	@14¼
Rib bellies, 20@25 lbs.	@13¾
Rib bellies, 25@30 lbs.	@13⅝
Fat backs, 10@12 lbs.	@ 9¾
Fat backs, 14@16 lbs.	@11¼
Regular plates	@10¼
Butts	@ 9

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@21½
Fancy skd. hams, 14@16 lbs.	@23½
Standard reg. hams, 14@16 lbs.	@20¾
Standard skd. hams, 12@16 lbs.	@22
Picnics, 4@8 lbs.	16 @16½
Fancy bacon, 6@8 lbs.	@31
Standard bacon, 6@8 lbs.	@27
Fancy bacon strips, 6@7 lbs.	@24
Cooked hams, choice, skin on, fatted	@31
Cooked hams, choice, skinned, fatted	@33
Cooked hams, choice, skinless, fatted	@34
Cooked picnics, skin on, fatted	@24
Cooked picnics, skinned, fatted	@25
Cooked loin roll, smoked	@40

ANIMAL OILS.

Prime lard oil	@15½
Extra winter strained	@12½
Extra lard oil	@12
Extra No. 1 lard	@11½
No. 1 lard oil	@11
No. 2 lard oil	@10⅝
Acidless tallow oil	@10⅞
Pure neatsfoot oil	@15
Extra neatsfoot oil	@11¾
No. 1 neatsfoot oil	@11½
20 deg. CT neatsfoot oil	@17¾

LARD (Unrefined).

Prime steam, cash tierces	@11.87
Prime steam, loose	@11.07
Leaf, raw	@10.75
Neutral lard	@13.50

LARD (Refined).

Pure lard, kettle rendered, per lb.	12.00@12.25
Pure lard, tierces	@12.25
Compound	@12.50

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	@14½
Oleo stocks	12½@12¾
Prime No. 1 oleo oil	12½@12¾
Prime No. 2 oleo oil	11½@12
No. 3 oleo oil	9¾@10
Prime oleo stearine, edible	11 @11½

TALLOWS AND GREASES.

Edible tallow, under 1% acid, 45 titre.	9½@ 9¾
Prime packers tallow	8⅝@ 8⅞
No. 1 tallow, 10% f.f.a.	8⅛@ 8⅜
No. 2 tallow, 40% f.f.a.	7 @ 7¼
B-White grease, max. 5% acid	7¾@ 8
Yellow grease, 10@15 f.f.a.	7½@ 7¾
Brown grease, 40% f.f.a.	7 @ 7¼

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt	@ 9
White, deodorized in bbls., c.a.f. Chgo.	10¾@11
Yellow, deodorized, in bbls	10¾@11
Soap stock, 50% f.f.a., f.o.b.	@ 3
Corn oil, in tanks, f.o.b. mills	9¼@ 9⅜
Soya bean, seller's tank, f.o.b. coast.	9½@ 9¾
Cocoanut oil seller's tanks, f.o.b. coast	8⅛@ 8¼
Refined in bbls., c.a.f., Chicago, nom.	10½@10¾

FERTILIZERS.

Blood, unground and ground	$ 4.75@ 5.00
Hoofmeal	@3.50n
Ground fertilizer, tankage, 10%	5.25@ 5.50
Ground fertilizer, tankage, 6 to 9%	5.00@ 5.25
Ground raw bone, per ton	30.00@32.00
Ground steam bone, per ton	28.00@30.00
Unground steam bone, per ton	26.00@28.00
Unground bone tankage, per ton	23.00@25.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton	$185.00@200.00
No. 2 horns, 40 lb. average, per ton	125.00@135.00
No. 3 horns	70.00@ 80.00
Hoofs, black and striped	38.00@ 45.00
Hoofs, white	75.00@ 80.00
Round shin bones, heavies	80.00@ 90.00
Round shin bones, lights and med.	55.00@ 65.00
Heavy flats	55.00@ 65.00
Light flats	47.50@ 55.00
Thigh bones, heavies	90.00@100.00
Thigh bones, light and med.	85.00@ 90.00
Buttock bones	50.00@ 55.00

Retail Section

Meat Retailer's Problems

Some of Them Startlingly Stated by Trade Authority

Problems of the meat retailer as seen by a keen observer who is not afraid to speak plainly:

Competition of grocery stores in selling meats. *Remedy*: *Sell groceries.*

Chain stores. *The retailer who gives the service, and who knows his business, does not fear such competition.*

Too many retailers. Meaning outsiders who do not understand selling meat, but who open a meat shop when they fail somewhere else. *Remedy*: *Same as for chain stores.*

Small purchases. Tendency toward packaging instead of bulk sales is bad for both retailer and packer. *Remedy*: *Do your own packaging and bacon slicing.* You have the spare time and the packer has to pay for his.

Grave digging. *Help yourself and help the packer by trading with fewer packers. Pick out your house and your brand and pass up the others. It will save waste in distribution.*

Advertising. Don't do it, if it means simply quoting prices and trying to copy or beat your competitors' prices. *Cut out price advertising and sell on quality and service.*

These and other equally pointed statements were made by A. C. Schueren, author of "Meat Retailing," and an acknowledged trade authority, in his talk before the convention of the Kansas Retail Meat Dealers' Association last week at Hutchinson, Kas.

The advice is given on his own responsibility as a result of his independent investigations.

There are those who will differ with him on some points. But what he said is worth reading.

Observations of a Meat Man

By A. C. Schueren.

In my daily contact with the meat industry I have learned that any problem in this industry has its effect upon the entire industry, from producer to the consumer.

It is the same old story. The producer naturally wants the maximum for his raw material. The packer wants his volume and a fair profit. The retailer, facing keen competition, wants his fair profit. And the consumer wants to buy at the lowest possible price.

One of the problems which seems to confront the retailer today, but which is hardly noticed by him, is the so-called industrial competition—the competition of other food products.

Gradually, but surely, many products which in former years have been sold in the straight meat market are finding their way into other food stores, such as groceries, delicatessens, etc.

The modern tendency of canning meats and buying foods in small packages has its effect on the meat dealer.

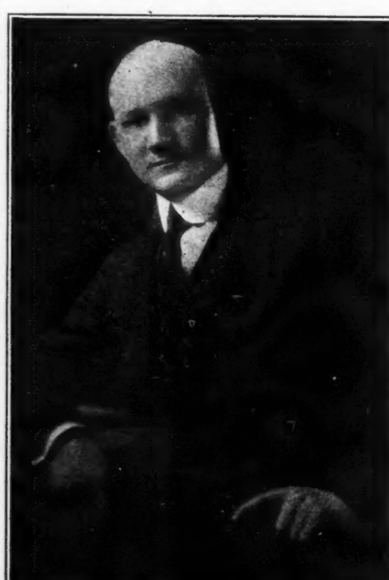
Practically every grocery store today handles bacon in small packages, smoked hams, potted meats, lamb's tongue, dried beef, summer sausage, canned corned beef, baked ham in cans, sausage in cans, frankfurters in cans, pickled lambs' hearts, hogs' hearts, tripe in cans, pigs' feet and pork sausage in cartons or paper wrappings.

This has gradually taken away from the meat retailer a good many sources of profit on articles which have moved over to the grocery shelf.

Is Modern Merchandising Beneficial to the Meat Retailer?

Another very interesting problem which faces the retail meat industry is the over-anxiety of some packers to merchandise their products in the smallest possible packages.

While the United States Department of Commerce advocates simplification in industries, the packing industry has evidently exceeded the speed limit in the other direction. While packinghouse sales managers are pushing their volume and bulk sales, and increase sales per customer, there has been a tendency in actual practice to make the packages smaller and smaller.



A. C. SCHUEREN.

While one very prominent packer—and various agencies—such as the Institute of American Meat Packers and the National Live Stock and Meat Board—advertise to advise the public to buy whole hams and to buy meats in bulk, other packers are even putting up sliced and smoked ham in individual packages. This is one of the sins of modern merchandising, in my opinion.

Are Small Packages Needed?

As its excuse, it is stated that our modern apartment life demands small packages.

While apartments may have become smaller, and our mode of living has changed through the influence of our modern life, the automobile, etc., the fact must not be overlooked that modern apartments are equipped with modern and usually larger refrigerators than were used in former years.

Furthermore, modern cooking utensils, such as fireless cookers and various other cookers, enable the modern housewife to prepare her foods in a most convenient manner in the kitchen, without being exposed to excessive heat and a lot of work, as in olden days. Therefore, the reason for preparing small packages of foods is not as sound as it may look.

Certain packers state that the man who is best equipped to make foods attractive should be the one to prepare it.

Advises Bacon Slicing in Shop.

Now, let us take the case of sliced bacon. In the packing industry labor is employed on an hourly basis, whereas the meat retailer has several hours a day when trade is very slack and when men are usually idle, where he could slice all the bacon he could sell in a week on his own slicing machine, which represents an investment of several hundred dollars.

Here is a duplication of effort which adds to the cost of distribution and merchandising, for practically every retailer has his own slicing machine.

Here is another illustration. Notice these various packages. Here is summer sausage, four ounces for 10 cents. Do you believe that such small packages have a tendency to increase meat consumption?

Here you have small packages of smoked beef, dried beef, summer sausage, bacon, ham and a great many other articles. It costs the packer considerable to prepare these goods, and the consumer has to pay the additional price. Is this over-anxiety on the part of the packing industry really as sound

and beneficial as modern sales managers claim it to be?

Tempted to Buy Less.

Here is a typical incident which the writer observed in a market just a little while ago, where a lady customer wanted some pork sausage.

The clerk reached for the sausages, which were on a platter on the counter, and laid approximately 1½ pounds on the scale. When the customer's eyes spied a little half-pound package of pork sausage neatly wrapped, she said, "Never mind, I'll take these."

That was a typical example as it happens in a great many stores daily. It teaches you, however, one lesson—that displaying food products attractively is important.

Bulk sales are always preferred by the retailer and packer, and while putting up small packages may have a tendency to increase sales of one specific article for a short period, it has the reverse effect on other foods.

It should also be borne in mind that the majority of meat foods which are put up in such small packages are such products as are usually smoked, and which can be bought in bulk and kept without spoiling. And, as mentioned before, these small package goods have found their way on the grocery counter.

Packers looking for wider distribution cause their sales managers to increase their selling expense by adding more grocers to their list, and gradually decrease the accounts of legitimate meat retailers.

Can the Retailer Help the Packer?

This subject is certainly one which your association should take up with the proper agencies. It is but natural that the packing industry as a whole would rather sell in bulk than in small packages.

Now, look at some of the packer's problems.

As you know, the packing industry is an extremely highly competitive industry. The retailer is usually considered a shrewd buyer. He naturally wants to drive the best bargain.

Too Many Salesmen Call.

Let me cite you some very interesting facts. In an investigation it was found that a retailer who was doing a business of less than $500 worth of meats a week was called upon by thirty-four salesmen during every week. This looks rather unusual, but in asking a great many other retailers and checking up, I find that it is nothing unusual for fifteen to twenty salesmen to call on the average retailer who may do a business of from $650 to $1,000 a week.

Now, here is where the retailer can help reduce distribution expense. You all have your favorite packer, with whom you do business and in whom you have faith.

Increase your individual order and have less salesmen call on you. Pick out the packer with whom you have done business and give him the maximum amount of business, and it will have a favorable reflection in the distribution expense in the whole industry.

Increase your individual orders and buy of fewer packers.

Too Many Poor Retailers.

There is another important change going on in the industry. In analyzing meat retailers I have classified them in two kinds. One is the meat business man—the retailer who is the legitimate retail meat business man.

Then we have the great masses of people who look upon the retail meat business as one of the easiest ways to make a living. If they are not successful in something else, they start in the meat business.

Being out among meat retailers every day, I am sorry to say that there has never been a time when the writer has noticed so many other merchants entering the retail meat field. General stores and grocery stores are going into it. Their excuse is, primarily, that inasmuch as the grocery chains are selling fresh meats, they are going to do the same thing.

Don't Know How to Figure.

We have found stores selling a round of beef or a few pork loins or shoulders per week. It is, of course, out of the question for them to make any profit on meats, because they do not know enough about figuring percentages.

When they buy rounds at 24c and sell at 30c, the legitimate meat retailer has the worst kind of competition to contend with—the ignorant competitor. But they are springing up—not by the hundreds, but by the thousands!

This type of retailer claims that by handling meat he increases his average sales, and the fact that he has meats brings more customers to his store.

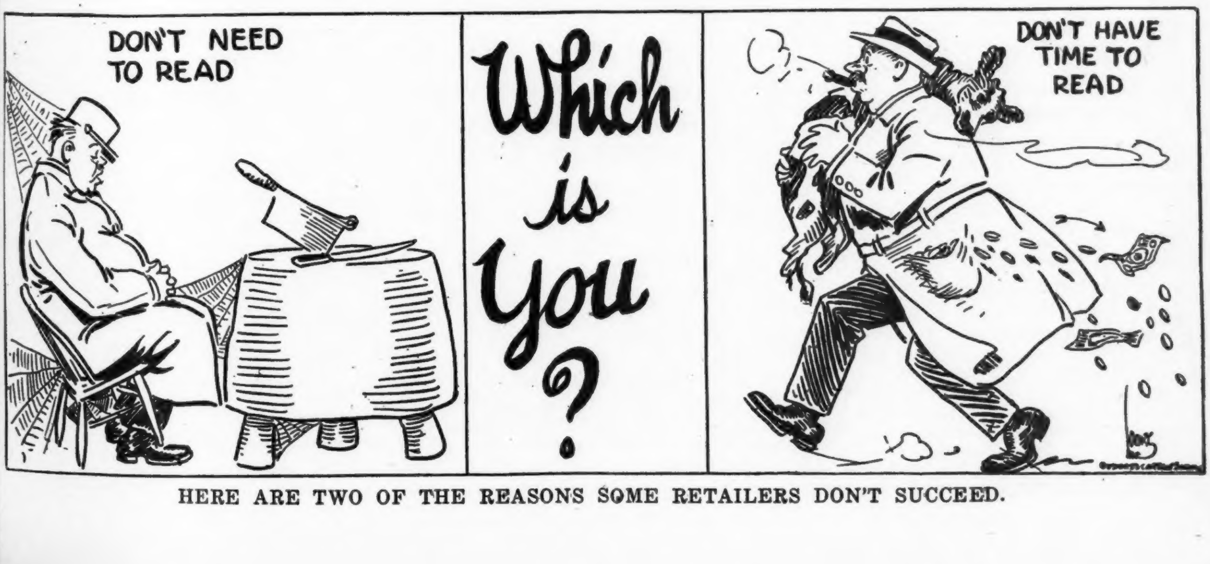
If this situation keeps up, there is going to be such an over-supply of meat markets that it is going to be the survival of the fittest, and it is going to cause quite a disturbance in the retail meat industry.

Why? Because with so many stores going into the meat business the legitimate meat retailer has only one course left, and that is to use the abundant available space which he usually has in his market and stock up with groceries and canned goods.

That is the general trend in the meat industry today; namely, that the straight meat market will gradually turn into a general food store. And then it is going to be a question of who knows the meat business best—the grocer or the meat merchant?

Problem of the Chain Store.

Quite a few of your members have mentioned to the writer the danger from the extensive operations of chain



HERE ARE TWO OF THE REASONS SOME RETAILERS DON'T SUCCEED.

stores in the meat industry, and the opening up of meat markets by large national chains.

This problem will work itself out. In fact, it has started to do so, because many of the retailers have already started to compete with the chain stores in groceries.

It is not my object to discuss the advantages or disadvantages of the chain store. But it must be remembered that the retailer who gives the service, and who knows his business, always welcomes chain store competition.

By adding groceries and canned goods to the meat line, the retailer should not overlook the fact that it may have a tendency to retard the fast turnover to which he is accustomed in retailing meats. But the meat retailer has the same excuse as the grocer who adds meats to his store; namely, that it will increase the average sale.

Good and Bad of Advertising.

I have also been requested to mention something on the subject of retail advertising. Advertising is a business force, if properly directed, but advertising usually does more harm in the retail meat industry than anything else.

Why? Because advertisements in the meat industry are usually based upon price and price only. It is usually "specials," and as soon as one man advertises a product at 21c, the competitor will mark it down to 20c.

In small towns, and for that matter, in larger cities, many retailers have found it very profitable to get together and eliminate advertising and price signs in the window entirely.

Merely advertising meats at a lower price is not going to increase its consumption in the town. But by eliminating price-cutting signs and price-cutting advertisements, retailers have found out that they are in position to get better prices and a legitimate profit to which they are entitled to, instead of trying to cut their prices to the bone by advertising meats at cheap prices.

In other words, cooperation among yourselves will give you better prices than price-cutting advertisements, as long as you are going to let your selling prices be guided by those of another advertiser.

MINNEAPOLIS DEALERS ELECT.

H. C. Wessin was elected recently to the presidency of the Minneapolis Retail Meat Dealers' Association. Other officers elected at the same time are: Joe Bredemus, first vice-president; Mike Valiquette, second vice-president; J. N. Bowen, treasurer; George R. Calkin, secretary. Trustees of the association are Herman Ziegler and Carl Witt, while the board of directors include A. H. Fense, W. Forsyth, Val Ness, W. A. Johnson and P. A. Confer.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

JELLIED MEAT SALAD.

Salad seems to fit in anywhere and saves the situation in the face of an emergency meal. As warm weather approaches the salad which is refreshing gains in favor. The ingredients can usually be prepared in advance and served quickly and easily.

Salad also offers a way to serve up bits of left over meat, fish, eggs and vegetables. Both combination and moulded salads are great favorites and new receipts will be appreciated by your customers. Here is one from Gudrun Carlson of the Institute of American Meat Packers, that many of the housewives who trade with you will be glad to know about:

One and one-half cups of cooked ground meat, ½ cup of chopped celery, ½ cup of chopped green pepper seasoned to taste, 1 tablespoon of gelatin, ¼ cup of water, ¾ cup of cooked salad dressing, sliced egg or vegetables if desired.

Soak the gelatin in cold water. Make a cooked salad dressing or reheat some used previously and combine with the gelatin and allow to cool. When the mixture begins to stiffen add the chopped meat, celery and green peppers. Turn into a mold that has been rinsed first with cold water, using a sliced egg in the bottom for a garnish if desired. Set in the refrigerator and allow to stand until firm. Remove from the mold and serve with a sour cream dressing.

NEWS OF THE RETAILERS.

Arthur Storey has purchased the Fred Johnson meat market, 2303 Coring St., Parsons, Kan.

Leo Martin, Hutchinson, Kan., has taken over the meat department of the Hoopes grocery and market, Anthony, Kan.

John Medved has sold his meat business in Nez Perce, Ida., to L. P. Dolberg and Hugo Medved.

B. R. Crain has purchased the C Street Meat Market, Independence, Ore., from Robert E. Smith.

S. Tegland has sold his interest in the City Meat Market, Silverton, Ore., to Harry Larson.

V. P. Rose has sold the M. Randish Market, Seattle, Wash., to Fyre & Co.

C. S. Harrington is planning to open a meat market in Clinton, Ia. It will be known as the Ideal Meat Market.

Chris. McNally, Grinnell, Ia., is remodeling his meat market.

Fred Pepper has purchased the Banner Meat Market, 106 West Main St., Marshalltown, Ia., from E. A. Saltzman & Son.

The Pierce Grocery and Market has opened for business at 811 East Fourth St., Waterloo, Ia.

The Westlund Meat Co., 815 E. Maryland St., St. Paul, Minn., is planning to erect a new building at 1219 Arcade St.

A. A. Olson has sold out his retail meat business in Huron, S. D., to F. M. Bindenagel.

R. T. Lehmon has opened a retail meat business in Ripon, Wis.

Piggly-Wiggly has opened a meat market in connection with its store in Chehalis, Wash.

Harry Chandler and Ralph Ashley have purchased the Mitchell Meat Market, Nampa, Ida.

The Albany Park Strictly Kosher Market, 3640 Lawrence Ave., Chicago, Ill., has been incorporated with a capital stock of 20 shares of no par value.

The Quality Meat Market is a new business venture in Beckley, W. Va.

C. T. Salley has opened a retail meat market in Bernice, La.

Frank Scholasky and Ernest Barnes are engaging in the retail meat business at Claremont Ave., and Hudson St., Oakland, Calif.

Hollis Gros will erect a branch meat and grocery store at Seventh and I Sts., Modesto, Calif.

Pakes Brothers have succeeded to the meat and grocery business of Gales and Rhodes, Stanton, Mich.

Leidy's Market has purchased the meat department of Preston & Ergo, Bakersfield, Calif.

Earl Beiber has opened a meat market in Marion, Ia.

Matthews Weiss and son have purchased the Peter Remer Meat Market, Fond du Lac, Wis.

Peternel's Meat Market has opened for business at 1724 North 20th St., Sheboygan, Wis.

Vingel's Meat Market, Ithaca, Mich., was damaged by fire recently.

A. D. Jensen and L. C. Holland have engaged in the retail meat business in Little Falls, Minn.

A new building is being erected in Vancouver, Wash., in which will be housed the grocery and meat market of Arthur J. Collings.

The "Pick-Rite" cash grocery and meat market has opened for business in Hoquiam, Wash.

The Keaton Grocery and Meat Market, Edmonds, Wash., was destroyed by fire recently.

WISCONSIN DEALERS ORGANIZE.

Retail meat dealers of Union Grove, Waterford, Burlington, Kansasville, Lake Geneva, Elkhorn, Delavan, East Troy and Darien, Wis., have formed a local association and have elected William T. Cook, Burlington, president. Other officers of the organization are Howard Pfafenburger, Elkhorn, vice president; Ernest Host, Lake Geneva, treasurer; William Nott, Lake Geneva, secretary. The directors are: Lawrence Kotendick, Waterford; Louis Voelz, Burlington; Mike May, Burlington.

New York Section

AMONG RETAIL MEAT DEALERS.

The general membership meeting of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, on Tuesday evening of this week was probably one of the best attended in some time, and also proved most interesting. President Herman Kirschbaum presided, and with the exception of the reading of some interesting communications and more important committee reports, routine matters were dispensed with.

Joseph Eschelbacher reported for the Sabbath closing committee to the effect that the various police precincts were active, and that a number of convictions had been secured in the last couple of weeks. Also that plans were being formulated through the attorney to get in closer touch with the necessary departments for the purpose of having this law enforced permanently.

The following were elected delegates to the convention of the state association on June 11-12: Herman Kirschbaum, Joseph Eschelbacher, B. Metzger, Wm. Ziegler, Frank Werth, S. Metzger, C. Hannauer, George Anselm, Louis Goldschmidt, I. Werden, I. Bloch, Chas. Feil, Leon Loeb, H. T. Vetter, Joseph Heim, Oscar Schaefer, Charles Kramer, B. Nathanson, M. Lowenstein, R. Hetterick, Theo. Grand and J. M. Mohr.

State President George Kramer and State Treasurer Charles Schuck spoke on the Food Distributors, Inc., with reference to the progress of the plan and the advantages of it to the members. A number of commodities were offered, which the members bought. Some stated they had installed groceries and found it successful.

There were several demonstrations which proved more than interesting. The evening was finished by a feast of tender steak sandwiches and coffee.

—

Routine matters occupied the greater part of the meeting of the South Brooklyn Branch, New York State Association of Retail Meat Dealers, on Tuesday evening of this week. Supplies were offered by the Food Distributors, Inc., and were bought by the members. It is said the members of the South Brooklyn Branch are installing groceries and report doing nicely along this line. President Rossman reports that work is progressing nicely on the proposed outing, which will probably be in the nature of a bus ride during the summer under the auspices of the South Brooklyn, Brooklyn and Jamaica branches. Delegates were elected to the convention of the state association as follows: Joseph Rossman, David Van Gelder, Henry Schwanewede and Richard Selke, with Samuel Heyman, T. Sullivan, Steve Kittel and Michael Smith as alternates.

—

On Wednesday afternoon of last week the Ladies' Auxiliary held a business meeting in the Hotel McAlpin at which the president, Mrs. Hembdt, presided. As the holding of meetings on Wednesday made it necessary for many of the members to forego other important engagements, it was found advisable to change the date from Wednesday to Thursday. As the next meeting is a social it was decided to hold the annual luncheon and theatre party at that time. Mrs. Charles Hembdt will be the hostess for both luncheon and matinee, with Mrs. A. DiMatteo and Mrs. A. Werner, Jr., as assistants. The luncheon will be held at Peters restaurant, 157A West 49th street, and the play selected is "Good News." Members will be permitted to bring guests and they are requested to get in touch with the hostess as early as possible.

—

Mr. and Mrs. Alfons Kirschbaum sailed for a summer vacation in Europe on Thursday of this week.

—

Herman Kirschbaum, president of Ye Olde New York Branch, celebrated a birthday on Wednesday of this week.

—

Mrs. A. Werner, first vice-president of the Ladies Auxiliary, New York State Association of Retail Meat Dealers, celebrated a birthday on Friday of this week.

—

The delegates elected to the convention of the State Association of Retail Meat Dealers from the Bronx Branch are Philip Gerard, Fred Hirsch, Ernst Ritzman, Rudolph Schumacher, Leo Spandau and Fred Weiners.

—

Anna Kramer, the second daughter of Mr. and Mrs. William Kramer, celebrated her birthday on Thursday of this week with the usual party and birthday cake, only another candle was added, making seven in all.

—

Fred Hirsch, business manager of the Bronx Branch, New York State Association of Retail Meat Dealers, will open a business office for the branch at 465 East 157th street in conjunction with his insurance office.

The convention of the New York State Association of Retail Meat Dealers will be held in New York City on June 11-12, with headquarters at the Pennsylvania hotel. It is planned to have two days of business sessions only, with neither banquet or social functions of any kind. A meeting of the board of directors will be held shortly, at which time final arrangements will be made.

NEW YORK NEWS NOTES.

I. A. Newman, vice-president, United States Cold Storage Company, Chicago, is in New York this week.

—

T. E. Gadsden of the research department, Swift & Company, Chicago, was in New York during the week.

—

R. H. Daigneau, general manager of the provision department, George A. Hormel & Company, Austin, Minn., was a visitor to the city.

—

H. O. Wetmore, head of the branch house department, and J. J. Wilke, head of the butterine department, Wilson & Company, Chicago, were visitors to the city this week.

—

W. F. Clifford, the well-known beef, pork and provision broker, has removed his offices to the New York Produce Exchange building, where he can keep closer in touch with trading and better handle the interests of his growing list of customers.

—

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending May 12, 1928. Meat—Brooklyn, 544 lbs.; Manhattan, 3,543 lbs.; Queens, 11 lbs.; total, 4,098 lbs. Fish—Manhattan, 16 lbs.; Bronx, 525 lbs.; total, 541 lbs.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	$13.65@13.85
Cows, medium	9.50@10.00
Bulls, light to medium	9.00@ 9.40

LIVE CALVES.

Calves, veals, good and ch.	$15.00@16.50
Calves, com. to med.	13.00@14.50

LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice	$19.00@20.50
Lambs, mixed	13.00@14.50

LIVE HOGS.

Hogs, 160-210 lbs.	10¾@11¼
Hogs, medium	10 @10½
Hogs, 120 lbs.	10 @10¾
Roughs	7 @ 8
Good Roughs	9 @ 9½

DRESSED HOGS.

Hogs, heavy	@14¾
Hogs, 180 lbs.	@15
Hogs, 180 lbs.	@15
Pigs, 80 lbs.	@15
Pigs, 80-140 lbs.	15½@15¾

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	23 @24
Choice, native light	23 @24
Native, common to fair	21 @22

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@23
Native choice yearlings, 400@600 lbs.	20 @22
Western steers, 600@800 lbs.	18 @19
Good to choice heifers	18½@19
Good to choice cows	18 @19
Common to fair cows	15 @16
Fresh bologna bulls	@14½

BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	28 @34
No. 2 ribs	21 @23	24 @27
No. 3 ribs	@18	20 @23
No. 1 loins	29 @32	36 @40
No. 2 loins	28 @29	32 @35
No. 3 loins	22 @24	26 @31
No. 1 hinds and ribs	25 @28	25½@29
No. 2 hinds and ribs	22 @24	24 @25
No. 3 hinds and ribs	20 @21	21 @23½
No. 1 rounds	19 @20	21 @22
No. 2 rounds	@18	19 @20
No. 3 rounds	@17	17 @18
No. 1 chucks	18 @19	18 @20
No. 2 chucks	16 @18	16 @17
No. 3 chucks	@13	@15
Bolognas	@ 6	15 @16
Rolls, reg., 6@8 lbs. avg.		22 @23
Rolls, reg., 4@6 lbs. avg.		17 @18
Tenderloins, 4@6 lbs. avg.		60 @70
Tenderloins, 5@6 lbs. avg.		80 @90
Shoulder clods		10 @11

DRESSED CALVES.

Prime	25 @28
Choice	20 @23
Good	19 @20
Medium	18 @19

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	38 @40
Lambs, good	33 @36
Sheep, good	13 @20
Sheep, medium	17 @18
Sheep, common	10 @15

SMOKED MEATS.

Hams, 8@10 lbs. avg.	21 @22
Hams, 10@12 lbs. avg.	20 @21
Hams, 12@14 lbs. avg.	19½@20
Picnics, 4@6 lbs. avg.	14½@15
Picnics, 6@8 lbs. avg.	14 @14½
Rollettes, 6@8 lbs. avg.	14½@15½
Beef tongue, light	28 @32
Beef tongue, heavy	32 @34
Bacon, boneless, Western	22 @23
Bacon, boneless, city	18 @19
Pickled bellies, 8@10 lbs. avg.	14 @15

FANCY MEATS.

Fresh steer tongues, untrimmed	28c	a pound
Fresh steer tongues, l. c. trm'd	38c	a pound
Sweetbreads, beef	70c	a pound
Sweetbreads, veal	$1.00	a pair
Beef kidneys	15c	a pound
Mutton kidneys	8c	each
Livers, beef	36c	a pound
Oxtails	16c	a pound
Beef hanging tenders	26c	a pound
Lamb fries	10c	a pair

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	23 @24
Pork tenderloins, fresh	60 @65
Pork tenderloins, frozen	55 @60
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	14 @15
Butts, boneless, Western	21 @22
Butts, regular, Western	18 @19
Hams, Western, fresh, 10@12 lbs. avg.	20 @21
Hams, city, fresh, 6@10 lbs. avg.	21 @22
Picnic hams, Western, fresh, 6@8 lbs. average	18 @14
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	13 @14
Spareribs, fresh	13 @14

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

BUTCHERS' FAT.

Shop fat	@ 2¾
Breast fat	@ 4½
Edible suet	@ 6
Cond. suet	@ 5½

SPICES.

	Whole.	Ground.
Allspice	20	23
Cinnamon	16	19
Cloves	20	25
Coriander	12	15
Ginger	..	20
Mace	1.05	1.15
Nutmeg	..	39
Pepper, black	42	46
Pepper, Cayenne	44	48
Pepper, red		[illegible]
Pepper, white	63	68

GREEN CALFSKINS.

	5-9	9½-12¼	12½-14	14-18	18 up
Prime No. 1 Veals	.33	3.60	3.95	4.15	5.30
Prime No. 2 Veals	.31	3.40	3.70	3.90	5.05
Buttermilk No. 1	.30	3.25	3.60	3.80	....
Buttermilk No. 2	.28	3.05	3.35	3.55	....
Branded Gruby	.19	2.10	2.35	2.55	3.30
Number 3			At Value		

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	Dbl. Bags per lb.
Double refined saltpetre, granulated	6c	5⅞c
Double refined saltpetre, small crystal	7⅝c	7¼c
Double refined large crystal saltpetre	8⅛c	8⅛c
Double refined nitrate soda	4c	3⅝c
In 25 barrel lots:		
Double refined saltpetre, granulated	5⅞c	5¾c
Double refined saltpetre, small crystal	7¼c	7⅛c
Double refined saltpetre, large crystal	8⅛c	8c
Double refined nitrate soda, granulated	3⅝c	3¾c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	28 @30
Western, 48 to 54 lbs. to dozen, lb.	27 @29
Western, 43 to 47 lbs. to dozen, lb.	26 @28
Western, 36 to 42 lbs. to dozen, lb.	25 @27
Western, 30 to 35 lbs. to dozen, lb.	23 @25
Fowls—fresh—dry pkd.—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	31 @32
Western, 48 to 54 lbs. to dozen, lb.	30 @31
Western, 43 to 47 lbs. to dozen, lb.	29 @30
Western, 36 to 42 lbs. to dozen, lb.	28 @29
Western, 30 to 35 lbs. to dozen, lb.	26 @27
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	28 @30
Western, 55 to 59 lbs. lb.	27 @29
Western, 43 to 47 lbs. lb.	26 @28
Western, 30 to 35 lbs., lb.	23 @25
Ducks—	
Western, frozen bbls.	15 @18
Long Island, spring	@22
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	65 @70
Squabs, 9 to 10 lbs.	55 @65

LIVE POULTRY.

Fowls, colored, per lb., via express	25 @26
Broilers, fancy	45 @55
Geese, swan	@16
Pigeons, per pair, via freight or express	40 @45

BUTTER.

Creamery, extras (92 score)	@45½
Creamery, first (88 to 91 score)	44¼@45¼
Creamery, seconds	43 @44
Creamery, lower grades	41½@42½

EGGS.

(Regular packed.)

Extras	32½@33
Extra firsts	31 @32
Firsts	29¼@30¼
Checks	27 @28

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@2.50
Ammonium sulphate, double bags per 100 lbs. f.a.s. New York	@2.50
Blood dried, 15-16% per unit	@4.65
Fish scrap, dried 11% ammonia, 10% B. P. L. f.o.b. fish factory	5.25 & 10c
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	4.00 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@2.35½
Tankage, ground 10% ammonia, 15% B. P. L., bulk	4.50 & 10c
Tankage, unground, 9@10% ammonia	4.15 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw 4½ and 50 bags, per ton	@38.00
Acid phosphate, bulk, f. o. b. Baltimore, per ton, 16% flat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@13.00
Kainit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@36.40
Sulphate in bags, basis 90%, per ton	@45.70

Beef.

Cracklings, 50% unground	@ 1.20
Cracklings, 60% unground	@ 1.80

Meat Scraps, Ground.

50%	@65.00
55%	@70.00

@26
@65
@45

@45½
@45½
@44
@42½

@33
@32
@30½
@28

@2.50
@2.50
@4.00
.25 & 10c
.90 & 10c
.00 & 10c
@2.32½
.50 & 10c
.15 & 10c

@22.00
@30.00
@ 9.00

@12.40
@ 9.00
@30.40
@45.70

@ 1.20
@ 1.20

@65.00
@70.00

nc.

as

acts

kins

N. J.